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The Canadian Druggist

Vol. xxiv TORONTO, CANADA, JANUARY, 1912 No. 1

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—Twenty-fourth year of Publication—

THE

Canadian Druggist

MONTHLY

WILLIAM J DYAS, PUBLISHER

Subscription, one dollar per annum in advance

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

THE CANADIAN DRUGGIST,
Dineen Building, Temperance St., Toronto, Canada.
Telephone, Main 3203. Cable Address: SAYD, Toronto

Representatives:

CHICAGO, ILL.—E. J. Macintyre, 4057 Perry St.
LONDON—C. Mivington Shill, 88 Chancery Lane, London, W.C. Telephone [illegible] al.
[illegible] Graband, 19 rue de Richelieu, Paris.
AUSTRIA AND SWITZERLAND—Rudolfe Mosse, 46-49 Jerusalemer Berlin, Germany.

To one and all of the readers of "The Canadian Druggist" in all the Provinces of Canada are extended our best wishes for their happiness and prosperity during the coming year.

May time and tide bring to each one a realization of the blessings which are his and for his use, in the furtherance not only of his own comfort and welfare but also of those about him, thus bringing to each what we bespeak for all

"A Happy New Year."

THIS MONTH.

We desire particularly this month to call our readers' attention to the advertisements appearing in this issue. IT WILL PAY to read them ALL carefully and to note what our advertisers are offering to wide-awake business men.

After stock-taking and when sorting up, your trade journal is your best guide as to where your purchases should be made.

THE NEW YEAR.

With the passing into history of the year 1911, the druggists of Canada can certainly look back on a season of commercial prosperity, such as they have probably not enjoyed for many a year.

Business throughout the length and breadth of the Dominion has been eminently satisfactory, and the drug trade as a branch of merchandising has no reason to complain.

True, there have been exceptional cases, as there always will be, where prosperity has not shone on the individual, due to local causes mainly, but on the whole the past twelve months have set a record we believe for "good times" and general prosperity.

And the prospects for Nineteen Hundred and Twelve are bright, and we see no reason to look for anything but an increase in trade even over that of the past year.

The drug market has certainly not favored the buyer, as staple drugs have nearly all shown an advance in prices, and there have been but few declines in values. This, however, is treated of elsewhere in this issue.

The meeting of the Canadian Pharmaceutical Ass'n of Montreal shewed not only an increased interest in its operations, but also a marked advance in dealing with questions of moment to the trade generally, and we look from this time forward to a progressive policy on broad lines leaving the minor issues to be cared for by the Provincial bodies.

The acceptance of the Council of the Pharmaceutical Society of the diplomas of Overseas chemists and druggists as outlined in our last issue, marks an onward step in pharmacy and a just recognition of the certificates of graduates of our Colleges.

This will, no doubt, soon open the way for many chemists from Great Britain to embark to this country, and will be more of a boon to them in reality than to Canadian pharmacists, as but few of our men will seek openings in Great Britain.

"Westward Ho" is still the cry, and no doubt will be for a long time to come.

Legislation during the past year dealing with the sale of "habit-forming drugs" has been put into force, and although the cocaine and morphine habits have become so prevalent, yet we trust that the law will be so vigorously enforced that all engaged in the nefarious traffic will be severely punished, and the unfortunate victims of the habit compelled to abandon it.

Looking forward, we can see no cloud on the horizon and nothing to presage anything but prosperity during the coming year, and we have every reason to congratulate the druggists of Canada, as well as the coming druggists, the students in pharmacy, on the bright outlook for the profession in this favored land of ours.

THE DRUG MARKET OF 1911.

From all we can learn the general drug trade through our country during the past year has been in very good shape, and we do not think that the average druggist has had a better year for a long time. Everyone seems to have money to spend on luxuries as well as necessities, and the drug trade are feeling the benefit of this as well as other lines.

There has been a tendency in price of many of the leading drugs to advance during the year, notwithstanding at the beginning of it many values seemed very high. Opium has made a steady advance, especially during the last few months, and this also applies to its derivatives, Morphia, Codeia, and Apomorphia. At the present time the future of the sowings of poppy for next year's crop is not assured, so that the price is not likely to be lower for some little time.

Mercury and Mercurials have been high during the year, and show a tendency at the present time to decline a little.

Glycerine has been higher, we think, than ever before. There is a tendency for lower price at the moment, which we think is due to competition, that may be adjusted at any time, when higher price will rule again.

Ergot, Golden Seal Root, Larkspur Seed, have reached an unusually high price, while the old stand-by Quinine has ruled at about the same figure all during the year.

In Iodides there has been no change in values, they are at about normal price.

Bromides, which for some time only a few months ago were very low in price, advanced a little, and even present values are not very profitable to the manufacturer, so that higher prices may be looked for.

Strychnine has remained at about the same price.

Sugar of milk has reached a very high price, and lower quotations may be looked for.

Menthol and Santonine have advanced enormously. Whether there are good reasons for this or not remains to be seen.

Carbolic Acid, which has been sold at possibly less than cost of production so long, the price has gradually recovered what is considered about normal value, unless some brisk demand for disinfectants should arise, which would readily influence the price.

In considering future probabilities, sight should not be lost of the fact that with increased cost of labor, coal, etc., and probably also of transportation charges, lower priced goods that have not already advanced are by no means unlikely to do so.

STOCK TAKING TIME.

January is generally recognized as the month for taking an inventory of the stock in hand and of balancing the books for the previous year, and although there are some few who neglect this very important detail of their business, yet their number is very small, as every practical business man realizes quite well that system must prevail, and that one essential feature of it is the ascertaining the profit, or loss, as it may be, as an outcome of the year's transactions.

In order to help our readers at this juncture, we give in this issue our "Prices Current," revised up-to-date, so that at a glance the prices of a large majority of drugs, chemicals, etc., may be seen.

It should be borne in mind that the stock should be entered in the stock sheets at present prices, no matter at what figure they have been purchased, and whether they have depreciated in value or the prices have increased, the price at present quotations is the only one to be used in order to get at the real value of the stock.

Elsewhere in this issue there appears an article on stock-taking, giving suggestions which may be new to some of our readers, and possibly may be utilized to advantage.

AN IMPERIAL WORK.

The new edition of the British Pharmaceutical Codex 1911 is now at hand, and copies will be furnished to those who have subscribed in advance, and to others who may send in their orders.

The publication of this work means furnishing to pharmacists generally an Imperial Dispensatory, which since the publication of the first edition in 1907 has been still more useful by many additions and also by an improvement in the text of the work.

The first part of the Codex deals with Materia Medica, and the second gives the British Pharma-

MERCK'S PURE CHLOROFORM

E. Merck

PREPARED SPECIALLY FOR

ANÆSTHESIA

is made by an improved process which guarantees purity and reliability unsurpassed by any other make put on the market.

Keep in a cool and dark place. After bulk is broken, use contents of a bottle within a few days, since chloroform is subject to decomposition in bottles which are not completely full.

It is therefore

Used in Many Large Hospitals

all over the world.

SUPPLIED IN

1 oz. and 2 oz. melted-up tubes. 1-2 lb. and 1 lb. glass stoppered bottles

Darmstadt

Frosst's Perfected Blaud Capsules

S.E.C. No. 71 "Frosst" Blaud Tonic Laxative, R 2.
S.E.C. No. 72 "Frosst" Blaud Arsenic & Quinine.
S.E.C. No. 73 "Frosst" Blaud & Quinine Compound.
S.E.C. No. 74 "Frosst" Blaud, Nux Vomica & Quinine.
S.E.C. No. 75 "Frosst" Blaud & Strychnine.

Five new capsules, manufactured with the same care of detail which characterizes the products of "Frosst."

Physicians appreciate the fact that Frosst's Capsules contain true Ferrous Carbonate in a fresh condition.

Charles E. Frosst & Co. **Montreal**

KEATING'S

is the well known and long established English-made Powder for exterminating every form of Insect Life. Druggists are asked for it by "Old Country People" who knew the commodity before they came to Canada. It has always sold without advertising. Now the advertising is an added selling force.

Order Keating's now from your Wholesaler

Keating's Powder Kills Bugs

Be ready for the Bugs of next Season

The peculiar merit of Keating's is that while it is unfailingly fatal to every form of Insect Life it is harmless to Human or Insect Life. It may be freely used on the most costly fur or delicate fabric to prevent ravages by moths. It is odorless---stainless.

Sole Proprietor:

Thomas Keating

Chemist, **London, Eng.**

ceutical Codex Formulary, this latter consisting of Formulae for all the most important preparations which are at the present in use, and has been brought fully up-to-date. The book contains 1563 pages of actual text, being about 150 pages larger than the previous edition. Notwithstanding which the book is less in size on account of the thinner paper which is used in this edition.

The first edition of the codex met with almost universal approval from medical men and pharmacists everywhere, and we have no doubt that this improved edition will be generally welcomed and will prove still more valuable in its sphere.

It certainly is a book which no live pharmacist can afford to be without, and those who are desirous of securing copies should send in their orders promptly so that there will be no disappointment, as there was for copies of the previous edition, it being exhausted before the orders could be all filled.

Copies will be sent post-paid from this office on receipt of three dollars and thirty cents.

PHARMACEUTICAL EQUIPMENT.

There appears in this issue another communication from a Kingston correspondent dealing with matters in connection with the O. C. P. This correspondent's letter in last issue created considerable interest, and will awaken the pharmacists of Ontario to a true sense of the defects and requirements in connection with the O. C. P. Although these letters criticize conditions as they exist at the college, they also suggest ways and means of remedying these conditions, and therefore are valuable contributions, inasmuch as the writer speaks through actual knowledge and also apparently from a desire to see these conditions improved.

Criticism is at all times helpful, and we believe that no one will welcome it more than the Council of the College, and it speaks well for its graduates that they are taking an interest in the future of their Alma Mater.

We trust that others will take up this matter and give their opinions in our columns. Mr. Blackhall's letter, which appears elsewhere, is well worth reading and being acted upon in the way which he suggests.

AN ACKNOWLEDGEMENT.

We have to thank our kind friends, the druggists of Canada, for the prompt response that is being made in the payments of their subscriptions, the accounts for which were sent out during the latter part of December.

Every mail brings in numbers of these paid subscriptions, and it is particularly cheering to the publisher to find such an appreciation of effort as is being shown by the members of the craft, not only by prompt settlement but also in a number of instances of the commendatory letters which have come to hand.

It will be our constant endeavor in the future, as in the past, to furnish our subscribers with a journal, which will be a source of reliable information in the happenings of pharmacy and a constant source of help to the practical druggist.

CO-OPERATION IS HELPFUL.

A familiar phrase, and one which has done duty for many years, is that "Competition is the life of trade," but as the world moves on and business methods change, although competition is helpful and stimulating yet co-operation will be found to be still more helpful in an age when competition is not merely strenuous but has become actually fierce, and the keener the competition the more intense the feeling. Fortunately, men have begun to realize that commercial warfare is not intended to last, and that its mission has been fulfilled. It had its day and left its bad effects and something else had to take its place. The better nature in man has asserted itself and what was competition of the fiercest kind is now in a larger number of instances resolving itself into co-operation. And why should it not? Why should not the retailer make friends with his competitor on the other street and let them co-operate together, thus not only producing a harmony of feeling but also helping their individual businesses by joint conference and mutual adoption of plans. That this will be carried still further is our opinion, but retail druggists should make the move right now in order that such a condition should commence at once where it is not already in existence.

"Getting together" is the happiest method and the most intelligent method of regulating all differences which can occur, and every man is amenable to persuasion when it can be shown that he as well as others will benefit by the adoption of a policy of co-operation in business looking to the correction of abuses which may have crept in from ill-considered competition.

If retailers co-operate not only in the small towns but in the large centres they can establish a business policy which will be for the betterment of trade generally and through it the enrichment of the individual.

The spirit of co-operation should also exist between the retail and wholesale trades, and such a spirit can only be obtained by meeting together and devising plans which will be mutually acceptable and will be helpful to the one without con-

flicting with the interests of the other. There is sometimes too much "fight" and too little consideration for the other man's welfare, and we feel confident that working harmoniously together each being willing to "give and take," that a better condition of things will come into evidence, and that the outsider who would seek to destroy the harmony would find the united front opposed to any such policy too strong to compete against.

REGULATIONS FOR CONTROL OF OPIUM PRODUCTION, ETC.

The International Opium Conference which has been in session last month at the Hague, has passed the resolution proposed by the British delegates that every government form effective laws and regulation for the control of the production and distribution of raw opium, and also restricting the import and export of morphine and cocaine as well as to the number of localities where they may be sold.

On motion of the Persian delegates it was agreed that the decisions of the conference shall be communicated to the nations not represented in the conference, and their co-operation required for the furtherance of the objects sought for.

APPEAL AND RESPONSE.

The relation between the human mind and advertising or salesmanship was the basis of an instructive talk delivered at the monthly meeting of the Montreal Publicity Association, by Dr. W.S. Tait, professor of psychology at McGill University. The subject of the talk was announced as "The principles of appeal and response as applied to advertising."

Only in recent years, said the lecturer, had the principles of psychology been applied to advertising, and the relation between the state of mind and salesmanship had only in recent years received careful study.

The method of approach adopted by the salesman towards the buyer might be divided into argument and suggestion. To speak of the most tasteful or most efficient way of placing a food on the table was the method of suggestion, whereas by explaining the scientific analysis of the food the salesman gained access to the customer's purse along the road of argument. Dr. Tait emphasized the fact that pictures to-day were being more and more used in the suggestion of action, the action indicating the part played by the advertised article in every-day life.

Dr. Tait suggested that advertisers should put psychology into practice; that they should study the personality of their prospective customers. They should have the fact in mind that such people were often swayed by instinct.

In conclusion, the lecturer said, "The time has arrived when the advertiser will no longer pay for mere circulation. You have been paying for quantity, but I hold you should pay for quality."

If you want your goods to have a good reputation—advertise them in a paper that has a good reputation. I judge an advertiser by the company he is in; if he chooses an honest, clean newspaper that excludes from its columns all objectionable advertising and sensational news, then I judge that this advertiser is an honest man and is selling an honest article.

HONOR YOUR BUSINESS.

It is surprising how many men there are who do not desire their sons or anyone else to adopt their calling. But is it wise thus practically to speak ill of your business?

It is a good sign when a man is proud of his work or calling. Men are frequently heard finding fault with their particular business, deeming themselves unfortunate because fastened to it by the necessity of gaining a livelihood. They thus destroy all their efforts in the work and keep shifting from one thing to another until they are finally failures in life.

A man should put his heart into everything he does. There is no profession that has not its peculiar cares and vexations. No man can escape annoyance by changing his business. There is not any mechanical business altogether agreeable. Commerce is affected, like all other pursuits, with trials and unwelcome duties.

It is very unwise for a man to search out the frets and burdens of his calling and give his mind every day to a consideration of them. They are inevitable. Brooding over them only gives them strength. Every one should adopt his own business and identify it with pleasant associations. Honor your business.—The Merchant.

EXPLOSION OF ALCOHOL.

An explosion in the Standard Chemical Company premises, St. Ambroise Street, St. Henry, Montreal, caused damage to about $18,000. The packing from a manhole becoming loosened caused the vapor to come in contact with the oxidizer, which caused flame, and communicated to a tank holding 2,000 gallons of wood alcohol. An explosion followed.

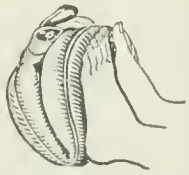
"We do a Cash Business," is a better sign than "No Credit." One tells what you will do, the other what you won't do. It shows a superior understanding of psychology to assume the positive attitude rather than the negative.

The Walpole "Good Samaritan"

HOT WATER BOTTLE

FITS EVERY PART OF THE BODY

The hollow disk shape and thin model make it pillow-like and comfortable to lie upon. Stays without holding. Soothing instead of irritating. Gives three times the heating or radiating surface of the ordinary bottle with the same quantity of water.



Note how comfortably it fits the face, and what a perfect foot-warmer it makes when the ends are buttoned together.

Moulded from one piece of rubber—no seams, joints or cement.

If you haven't the "Good Samaritan" in stock send for a sample order to-day.

RETAILS AT $3.00 EACH.

WALPOLE RUBBER CO., Limited,

MONTREAL, P. Q.

FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

TRADE MARK 'TABLOID' BRAND	TRADE MARK 'SOLOID' BRAND
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TRADE MARK 'ENULE' BRAND	TRADE MARK 'ELIXOID' BRAND
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The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & Co.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

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and 35, 37 & 39, West Thirty-third Street, NEW YORK CITY

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LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums

and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited

Montreal Chemical Works

1-15 Dalhousie St. - Montreal

New Canadian Branch

SPECIAL OFFER

I will send a typewritten letter and circular to a list of 250 of your customers inviting the ladies to your store for free samples, a supply of which I will send you prepaid gratis with an order amounting to $8.00 or over.

Kosmeo Cream	**$4 20**
Kosmeo Face Powder (white, flesh & brunette)	**4 20**
Hair Restorer (name changed to hair color)	**8 40**
Bonalaxa (the bon bon laxative)	**2 10**
Face Bleach	12 60
Cucumber and Elder Flower Cream	8 40
Eugenie Enamel (white or flesh)	8 40
Bath of Isis for the hands	4 20
Rose Bloom (liquid rouge) pink and damask	4 20
Stick Rouge (for lips and cheeks)	2 10
Cactico Hair Grower	8 40
Dandruff Remedy	8 40
Eye Brightener	4 20
Hygienic Skin Food	12 60
Toilet and Nursery Powder	2 10
Depilatory Powder	12 60
Oat-Al	4 20
Bleaching Cream	6 30

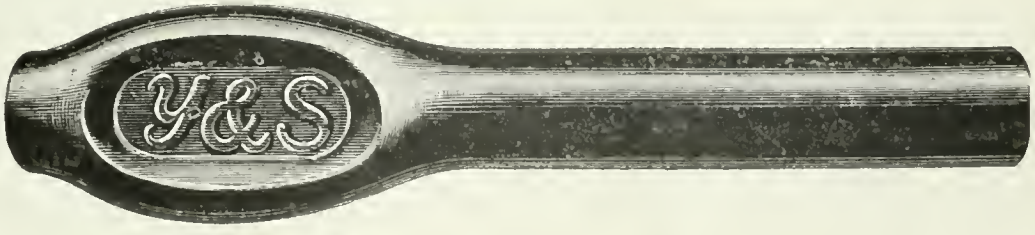
—ADDRESS—

Mrs. Gervaise Graham

46 Ouillette Ave., Windsor Ont.

Y&S

Stick Licorice



M & R Wafers in 5c muslin bags.
Licorice Lozenges in 5 pound tins.

Acme Pellets in 5 pound tins.
Soft mints in 5c pkgs.

—AND—

The delicious Y & S Licorice Pepsin Chewing Gum.

NO DRUGGIST'S STOCK COMPLETE WITHOUT ABOVE NAMED SPECIALTIES

National Licorice Company

MONTREAL

PHARMACY IN GREAT BRITAIN

Prominent Features of 1911—Business in Drugs and Chemicals—Pharmaceutical Federation—Bacteriology and Pharmacy—Sale of Patent Medicines—Illegal Vending of Poison.

(From our London Correspondent.)

With the advent of another year, it would not be inappropriate to cast our minds back over the prominent features of British Pharmacy during 1911. Two outstanding events at once occur to our thoughts—both of them reflecting vast potential influences and power. One is the introduction of the National Sick Insurance Bill, and the other is the proposal to consolidate pharmacy of the Empire by mutual reciprocity agreements. Under the National Insurance Bill pharmacists stand to lose or gain a great deal. If they lose it will not be the fault of members of the profession themselves, as never has the craft been more united or more loyal than it is in this great national scheme. The Bill has now passed out of the hands of the House of Commons, and the Upper House has commenced consideration of the measure. According to information which I have received from a reliable source, the House of Lords will not seriously obstruct the passage of the measure, so that in the course of a few months, the sick portion and fifteen million persons will be provided with medicines and medical treatment by the State. As the Bill now stands, the dispensing is to be done by qualified persons only, so that pharmacists should have a large increase in a most profitable part of their work. The Insurance Commissioners, whose names have been announced, will supervise the working of the scheme and settle all the multifarious details connected with the tremendous effort to improve the national health. If only the spirit of unity which now prevails in pharmacy continues, the craft ought to gain considerably. Dr. Smith Whitaker, Secretary of the British Medical Association, who has been placed on the Insurance Commission to represent the doctors, is reported to be favorably disposed to pharmacists. In a year's time it should be possible to estimate the effect of the Bill on the practice of pharmacy.

The other important event—the practical proposal to bring about pharmaceutical reciprocity—raises a question of imperial interest, and appeals to English speaking pharmacists everywhere. It is a matter which has been well thought out, and now that the establishment of reciprocity is almost a certainty before next spring, the authorities concerned deserve a word of hearty congratulation. Canada and England are specially interested, owing to their comparative proximity, and judging from the number of questions addressed to me, young English chemists intend to take full advantage of the facilities soon to be afforded them. Altogether, the year 1911 has been characterized by progress and advancement on the right lines.

• • • •

Inquiries in the city show that in chemical and drug markets quite a number of articles have been attracting attention, and the general tendency towards higher prices continues. Menthol reached a very high figure early in November, and the price has been fairly well maintained, although just for the moment the tendency seems to be in a lower direction. Opium keeps in a strong position and both morphine and codeia are dearer. An excessive price is now quoted for santonin, but it appears the limit has now been reached. Golden seal, after touching an extremely high figure, is now declining slightly, and the same may be said in regard to sugar of milk. Glycerin is unchanged, but any alteration would probably be in a downward direction. A certain amount of business has been done in quinine by speculators, and there is some talk of the probable advance in price. Cod-liver oil continues to decline in value, notwithstanding the fact that we are in the consuming season.

* * * * *

The officer appointed by the Council of the Pharmaceutical Society to visit local chemists' Associations in all parts of the country, has made a very successful start on his work. Invitations to attend these meetings are sent to all the chemists in the district visited, and a satisfactory attendance has resulted in each instance. The points discussed include various legislative proposals, and also a scheme for the Federation of all the local Pharmaceutical Associations. It is felt that these associations should be organized on a definite basis, and a commencement with this object could hardly have been made at a more opportune moment.

* * * * *

"The Bearing of Bacteriology on the work of the Pharmaceutical Chemist" was the subject of a discourse delivered at the meeting of Scottish pharmacists by Dr. David Ellis, F.R.S.E., lec-

turer on Botany and Bacteriology in the Glasgow Technical College. Dr. Ellis said that the modern science of bacteriology was at first confined to the practice of medicine and surgery. It had been extended to the operations of agriculture, and had now also assumed an important position in the practice of analytical chemists. It had become, also, of great importance to sanitary engineers, and of late even grocers had turned their attention to the subject as one having much bearing on their calling. A knowledge of bacteriology was an important aid to the pharmaceutical chemist in the practice of pharmacy. In the early stages of the science, there was a widespread impression that the presence of bacteria always implied some mysterious danger. It was now well known, however, that while the excretions of some of these minute organisms produced poisons, and were thus harmful, there were many others which produced excretions that were helpful and beneficial. A modern instance of the latter was the use of the lactic-acid bacteria so prominently present in buttermilk, and used as a remedy in certain intestinal troubles due to the presence of putrefactive bacteria. It had been shown that certain conditions were necessary for having the right quality of lactic-acid bacteria, and the pharmacist with a knowledge of bacteriology could give a guarantee that in the articles supplied the lactic-acid bacteria had not lost their virility by being too much sub-cultured under artificial conditions. Dr. Ellis' remarks attracted a good deal of attention and subsequent speakers urged that the study of bacteriology should form part of the pharmacists' education.

* * * * *

The sale of secret remedies in Great Britain is to be investigated by a select committee, and already the lay press is busy suggesting names for membership of the Committee. Mr. W.S. Glyn-Jones, M.P., Parliamentary Secretary of the Pharmaceutical Society is mentioned as a member. A question was asked in the House of Commons recently by Mr. Lynch, who inquired whether the Secretary of State for the Home Department was aware that amongst the patent medicines sold in this country ther? were some of which the advertisements were merely thin disguises for the suggestion of illegal practices, and that the consequences in a number of cases did not rest with the immediate result sought, but produced severe general poisoning, such as lead-poisoning : and whether steps would be taken to put a stop to or mitigate these evils. In reply, the Home Secretary, Mr. McKenzie, said that he was aware that some of the advertisements suggested illegal practices, but they are in such veiled language and in many cases the drugs are in fact so innocuous that it would be impossible to prosecute successfully. This will be a matter for the consideration of the proposed select committee.

* * * * *

For selling a homoeopathic preparation containing poison, the manager of the London Company Chemists' establishment, appeared in Court charged with selling poison to a person unknown to the vendor and for not making an entry in the poisons' book as required by the Pharmacy Act 1868. The prosecution was the first of its kind in connection with a homoepathic medicine, and showed fallacy on following an old trade custom which is not strictly legal. The preparation was "Mother Tincture of Aconite," intended for internal administration. The contents of a bottle were of such a nature that if a person took an undue quantity he would be fatally poisoned. The explanation of the defendant was that they followed the custom of the trade and that the sales of these preparations were not entered in the book because of the infinitesimal proportion of poison they contained. The magistrate said he knew there were a number of small pilules of aconite and there was a small quantity of aconite in them but here was something quite different. The preparation was a dangerous one if used improperly and he must mark his sense of the defendant's negligence by imposing a fine of £3 and 42s costs.

CINCHONA DEVELOPEMENTS AND RESEARGHES.

(From a London Correspondent.)

According to the Jaarboek van het Department van Landbouw Ned. Ind. for 1909, the total number of cinchona plants in the open ground in the Netherlands Government plantations at the end of 1909 was 5,549,000, a decrease of 85,000 due mainly to unfavorable weather conditions. In the nurseries the number has decreased from 2,416,000 to about 3,211,000. The seven plantations comprising the Government undertaking include an area of slightly over 1,513 bouws (one bouw is equal to about 1.75 acres), on which are planted 4,000,000 C. Ledgeriana, 279,000 hybrids, 300,000 C. succirubra and 970,000 C. robusta. The bark of C. succirubra is mainly used for galenical purposes and as that grown at the Kawah-Tjiwidei and Tjibitoeng plantations is much superior in color to that obtained at the other plantations, it has been decided to confine its cultivation to those establishments. Originally 150 bouws were planted with the hybrid 23.3 and these are now being gradually cleared, since although this variety has the great advantage of being fairly resistant to drought, its production of bark is so

RED
Seamless Water Bottle

This bottle is absolutely seamless, not even having a seam at the neck. Cannot possibly leak unless punctured. Made of ALL RUBBER. If your wholesaler will not supply you, order direct.

Price $12 per doz.

RELIABLE

Miller Rubber Co. Limited
85 Spadina Ave. Toronto

During the season of 1911 I spent over

$5,500

in advertising

WILSON'S
FLY PADS

with the result that the increase in sales was greater than my total output of a few years ago.

Retail Druggists should watch my 1912 advertising and act accordingly.

Archdale Wilson
Hamilton - Ontario

Grube's Method

For Complete Eradication of
TOE CORNS, SOLE CORNS, BUNIONS, CALLOUSES, SOFT CORNS, HEEL CORNS.
Kills the Seed, Leaves Smooth Skin.

One Drop Corn Remover

ADVISE no cutting with knife.
USE eraser to remove hard part. Rub well.

APPLY "One Drop," covering corn completely to kill seed of the trouble; cover it with tissue paper; peel it off third day.

RESULT a normal smooth skin. Put cotton between toes when soft corns.

PRICE 25 CENTS

When Properly Applied, Gives Relief in 3 Minutes.
EXCELSIOR CHEMICAL COMPANY, 3100 State Street, Chicago.

$1.50 per dozen. Quantity prices on application. Ways and means with initial gross to assure disposal of goods. During 1911 one medium size retail drug store sent four orders of one gross each, giving a profit of $82.50 the first season of selling the article.

We Want You to Trust Us

We want you to place every reliance upon the E.G.W. service, always bearing in mind :

"Goods back at our expense if not as stated."

It is our constant endeavor to quote the lowest prices consistent with superior quality of merchandise. Your satisfaction and your economy are our constant aim in the fulfilment of our duties.

Send for a list of stock-taking JOB LOT specials.

E. G. West & Co.
Wholesale Druggists
80 George Street - Toronto

THE MARVEL

"WHIRLING SPRAY" SYRINGE

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

IT IS A MARVEL

FULLY PROTECTED BY PATENTS

ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors

44 E. 23rd St. New York

Canadian Agents:

NATIONAL DRUG & CHEMICAL CO.

Sovereign Perfumes, Ltd.

CANADA'S

Largest

Makers of

Perfumes

and

Toilet Preparations

TORONTO

Gillett's Lye Cleanses.

It cleans thoroughly whether the dirt is visible or invisible.

Millions of people use it every day.

Sold by the best Druggists everywhere.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Two other good lines

Gillett's Caustic Soda.
Gillett's Cream Tartar.

(Chemically Pure.)

E.W.GILLETT
COMPANY LIMITED
TORONTO, ONT. MONTREAL

small and the alkaloidal content of that bark so low, especially as the age of the plant increases, that its cultivation is not sufficiently remunerative. It is to be replaced by "ledgeriana" seedlings or "ledgeriana grafts," on "hybrid" or "succirubra" stems.

At Poentjak Gedeh experiments were commenced in 1904 on planting at various distances, and from these trees, bark was harvested in 1907, 1908 and 1909. The results show that the total yield of quinine sulphate obtained per bouw during the period has been 91.9, 62.2 and 45.13 kilograms for equal areas planted 3 by 3, 3 by 4, and 4 by 4 feet respectively. Close planting has the additional advantage of reducing working expenses by lengthening the growth of weeds.

The total crop of bark for 1909 was 1,787,809 half kilos, being a slight decrease on that for 1908. The bark shipped to Amsterdam gave an average yield of 7.54 per cent. of quinine sulphate, comparing favorably with that of 7.29 per cent. in the previous year, while that supplied to the Bandoeng quinine factory gave on the average 6.34 per cent. as against 6.708 per cent. in 1908.

Recent researches on the alkaloidal content of cinchona leaves subjected to the various conditions as regards light and shade, tend to shew that, contrary to Dr. Lotsy's opinion, this factor has little influence on the amount of alkaloid formed. In another series of experiments rings of bark were removed from trees, and precautions taken to prevent its renewal. After various intervals other strips were removed, both above and below the original rings, and from the result of examination of the three sets of bark so obtained, it has been concluded that alkaloid is not produced in the leaf and carried thence to the stem.

Further researches on diseases, especially Corticium Javanicum affecting cinchona have been carried out, but no new results of importance have yet been arrived at.

In Teysmannia Dr. Rant describes what he believes is a new fungois disease cinchona. It is only found on trees grown in damp and shady places, and occurs mostly as a thin, dark brown band composed of mould threads, on the stem and branches. It appears to do no harm on the stem or branches, but where it reaches the leaves the latter decay and drop off. Only a few cases have been found so far.

The report of the Government Cinchona Plantations and factory, Bengal, for 1909-10, shows that the total number of plants in permanent plantations on March 31st, 1910, was 2,654,900, made up as follows:—Hybrid No. 1, 183,600; Hybrid No. 2, 83,000; C. succirubra, 163,674; C. calisaya-ledgeriana, 2,172,926 and C. officincilis, 51,700, whilst the nurseries contained 5,524 Hybrid No. 2. The bark collected amounted to 326,560 pounds. Out of 66 samples of Hybrid No. 2 bark from the Munsong plantations, over half showed more than 5 per cent. of quinine, some being over 9 per cent.

The quantity of bark worked up at the factory was 468,461 pounds, of which 232,461 pounds was "ledgeriana" bark from Java which gave on the average 6.28 per cent. of quinine sulphate whilst the 236,000 pounds of Bengal bark utilized gave 3.67 per cent. of quinine sulphate as compared with 3.59 per cent. obtained in the previous year.

BRITISH PERFUMERY FASHIONS.

Amid the general rise in the price of necessaries, women are becoming painfully aware of the increase in the cost of one of their dearest luxuries —perfume. For years prices of the essential oils out of which the costlier perfumes are made have been steadily rising, and now for various local reasons several have again taken a big jump forward. For example, bergamot, a base of many perfumes and scented hairwashes, is now very costly because of the Messina earthquake. "The bergamot trees which grow around Messina take three years to become fruitful," remarked a prominent Bond street perfumer to our representative. "The earthquake first directly destroyed many of the young trees, and in the second place destroyed many indirectly by causing their cultivation to be neglected. This produced a serious shortage in supply, which will probably continue for a year or two yet. Again, the price of attar of roses, which for years has been high, is now unprecedented, owing to the shortage of the rose crop of Bulgaria, where much of it is made.

"To a great extent the result of this costliness of the essential oils is simply to encourage the already great use of the synthetic scents, which is simply a polite name for perfumes chemically produced. Chemical attar of roses is undistinguishable from the real thing by the ordinary man unless he has the two side by side. The public simply gets more of the synthetic perfume nowadays, but, of coursei there is a difference, and for the superior perfumes the essential oils must still be used. People who want the real thing must simply be prepared to pay a high price for it.

"Fashions in scents change, as they do in everything else. Two years ago sweet pea was the great boom; to-day everybody is buying lily of the valley, and some really exquisite scent of this kind is being produced. But these whims for one thing and another are passing fancies, due often to advertisement campaigns. Many old-fashioned people still stick loyally to violet. Eau de Col-

ogne and lavender water are used not so much for perfuming purposes as in washes and baths.

"So far from declining, the use of perfume has distinctly increased during the last three years. My personal opinion is that in some cases it has increased to an offensive extent. In addition to perfuming their handkerchiefs, women hand little scent sachets all about the insides of their clothing. Some soak themselves in scent, and although this is good for trade, I am really glad when I see the backs of some of my customers."

At a perfumery establishment in Regent St., London, the opinion seemed to prevail that the rage for lily of the valley is on the wane. "The four flowers, rose, lily of the valley, violet and sweet pea, rise and fall one against the other in public favor, but on the whole steadily retain their popularity against other perfumes," said a representative of the firm. "The most notable feature of the fashion to-day is the remarkable extent to which perfume is being used in baths. Another modern fashion is the burning of perfume in rooms. Perfumes have, of course, been burned in this way for ages, but of late there has been a remarkable revival of the custom, and there are now on the market ingenious little lamps. There has to be no flame. The perfume is brought from the reservoir to the surface by an ordinary wick, and there volatilised by a red-hot needle. Oriental scents, which are composed chiefly of gums and spices, are used for the purpose."

PATENT MEDICINES IN RUSSIA.

From a Special Correspondent at St. Petersburg.

The position of patent medicines in Russia has always been a very difficult one for the foreigner. A good deal of trouble has arisen from time to time because of the extreme rigor with which the provisions affecting medicines have been given effect to; particularly those supposed to contain poisons and what are called "strong-acting ingredients" and it has been the unpleasant experience of more than one maker of famous curative compounds to have them preemporily excluded from the country on the ground that the articles being sold differed in composition from the samples that had been submitted to the Medical Council for examination in order to receive its approval and consequent admission into the country for sale.

If the medicines so summarily dealt with differed in composition from the samples which the proprietors originally submitted for examination, the latter can hardly be said to have ground for complaint, but it is another question when the Russian Government publishes an announcement issuing from the Department of the Chief Medical Inspector, as occurred on February 28th, March 13th last, to the effect that any kind of foreign curative substance might be admitted into Russia accompanied by a due statement of its composition, to be published in the "Gazette of Public Health, Forensic and Practical Medicine," at the same time indicating that all normal pharmacists in Russia were free to make up such substances—identical with the originals, and place them on sale, provided that the label bears the name of the maker and the name of the place where it was manufactured.

Audacious as this announcement may appear, it must be read in the light of the Russian law on the subject, which, according to article 198 of the statutes affecting patents, states that patent "rights are not granted for chemicals, food, or appetisers or other compound medicines, or for processes or apparatus used in their production." Clearly, foreign manufacturers who send their goods into Russia in face of such a lack of provision for their protection can only be said to run into the danger with their eyes wide open. There is no effort, whatever, to deceive. They must simply take the risk attendant on their venture. However, this bald invitation to Russians to imitate the foreigner without any reserve whatever raised a great storm on the part of the French and German patent medicine manufacturers; and to conciliate them the Russian Medical Council was pleased to reconsider the matter, and it at length consented, according to a decree appearing in the "Journal of the Medical Council" on 3rd and 16th July last, to make certain changes mitigating the severity of the decree complained of by foreigners. According to this decree certain marks must be put on the packages made up in Russia, so that they may be distinguished from the foreign ones, for example, they must be differed in shape, color and inscription of wrappers and labels, besides which on these labels there must be printed in bold Russian characters the name of the specific and the name of the firm and place of manufacture. Further, the words must be printed "made in Russia" and again in front of the name of patentee or foreign maker, if such name is part of the designation of the medicine, there must be added the words "composed of and made according to the method of ....."

This, of course, is not much of a concession, but it is something to go on with, and indicates a certain amount of good-will on the part of the Russian officials who have done what they can to protect the foreigner from what is called unfair competition as far as can be done without infringing the spirit of the Russian law on patents. At all events the outside appearance of the packages will be changed, and differ from those

A SPECIALIST'S DISCOVERY

SANOL

—Sure Cure For—

KIDNEY DISEASES, KIDNEY STONES, GRAVEL IN THE BLADDER, GALL STONES

Sanol will disolve stones in a few days. No more surgical operations when taking Sanol.

PRICE—$1.50 per 16 oz. bottle.

Sanol's Antidiabetes

WILL CURE DIABETES

THE ONLY SURE REMEDY
OF THE PRESENT DAY.

Price $2.00 per 16 oz. bottle

The Sanol's two preparations will be well advertised and Druggists who are interested should write to the

SANOL MANUFACTURING CO.

77 Main Street **Winnipeg, Man.**

NEW YEAR RESOLUTIONS

FOR THE DRUG TRADE

No. 1—We will send to Stevens Company all our orders for Elastic Hosiery, Abdominal Supports and Trusses.

No. 2—We will send to Stevens Company all our orders for Clinical Thermometers, Hypodermic Syringes, and all Surgical requisites.

No. 3—Will send to Stevens Company all our orders for Surgical Dressings, Bandages, Ligatures, Protective and Cotton.

No. 4—Will send to Stevens Company all our orders for Electrical Apparatus.

These are only a few resolutions you should follow. Needless to say it will be to your benefit as well as ours.

We wish to thank the Drug Trade for their patronage in the past year, and trust this New Year will be a prosperous and happy one.

The J. Stevens & Son Co.

LIMITED

145 Wellington Street West, TORONTO.

VALENTINES

"Different" Different in many ways. A "Get Up," a distinctiveness in their "get up" that makes them likely items.

Sentimental—yes, truly so, but artfully put—and not the "feel sorry after" sort. Beautiful and fascinating.

Easters

Likewise "Different" are the particularly seasonable productions for Easter, with a variableness that is unique and pleasing. From sombre to bright---their fitting appropriateness to the season is pleasing.

Valentine and Easter Pictures

The "Century" in old colonial and clever "Day" feature subjects---Sepia or Hand Colored.

Postals

In the Drysdale Black and White or Hand Colored, symbolic of the different days.

The "Home" Line with its exceptional variety in stock, character and wording---Beautiful Beside other ranges that fill any desirable want.

Our $35 assortment of Valentines and Easters

comprising Post Cards, Booklets, Letters and Folders, with no two pieces alike, except Postals which are usually five of a kind, (also six Valentine and Easter Pictures unless otherwise advised) will be sent **Express Prepaid,** subject to return within 5 days---any series or all---if not entirely satisfactory.

Order Now

The Sutcliffe Co.

Canadian Distributors of Catchy Card Creations
and
"Things Different" in "Likely Things"

72 York Street **Toronto**

NOW IN STOCK

The Second British Pharmaceutical Codex

The work contains specially-prepared descriptions of

ALL DRUGS AND MEDICINES IN COMMON USE

throughout the British Empire and the United States of America, with Chemical, Pharmacological, Prescribing and Dispensing Notes, and an extensive Formulary of Galenical Preparations which are not official in the British and United States Pharmacopœias. The monographs are arranged so as to show at a glance any particular information that a prescriber or dispenser may require, and at the end of each monograph are given such particulars regarding the recognized preparations of the drug as a prescriber usually requires, so that he will be saved the trouble of frequent reference to the index.

THE B. P. C. FORMULARY,

which constitutes the second part of the book, contains all the special Codex formulæ with working directions, and with all quantities given in both centesimal proportions and British weights and measures. It is worthy of note that all the B. P. C. preparations have now been made and thoroughly tested before inclusion in the work.

MUCH NEW MATTER HAS BEEN ADDED

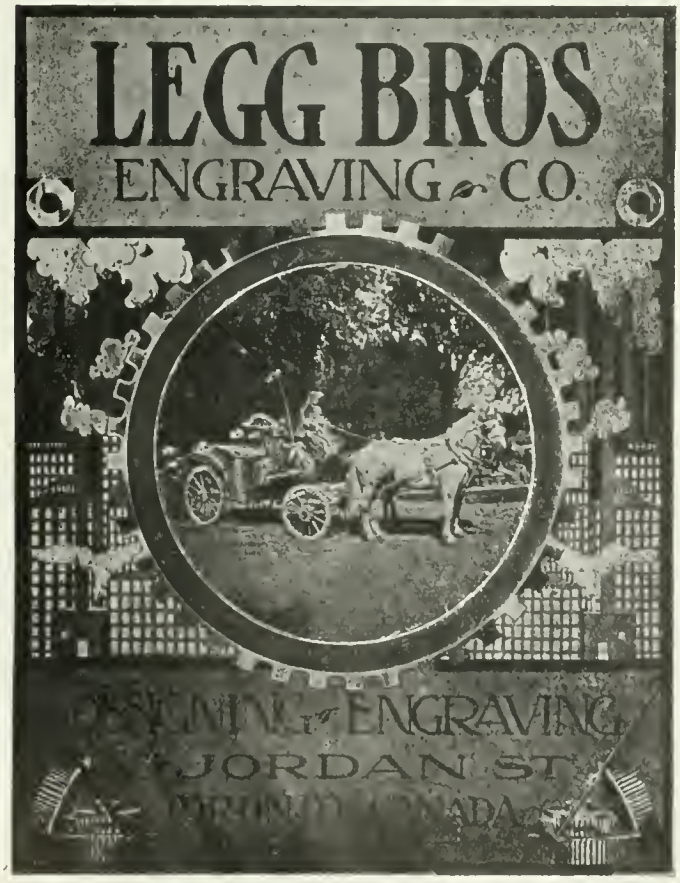
and the number of pages nearly two hundred more than in the original Codex, the use of a specially thin but opaque paper making the volume both thinner and lighter.

Having made special arrangements with the publishers we are able to supply the book at

Three Dollars per copy, or $3.30 post paid.

It is advisable that orders should be sent in as soon as possible in order to secure prompt shipment. The last edition was oversold and all orders could not be filled. Orders sent in now accompanied by cash will be filled in the order received.

THE CANADIAN DRUGGIST, Toronto, Canada.



IT HAS THE REPUTATION

If you will recommend it to your patrons you will not only make a friend, but a steady customer.

Send for advertising matter. Bear in mind that we also manufacture the best rubber and leather cement

D. WATSON & CO., AGENTS
MONTREAL

The Best Value
For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA

introduced from abroad, and although the rubric "made in Russia" will hardly ever be read, because, as is pointed out by a correspondent in the capital, the buyer is only interested in the contents, there will, at all events, be sufficient in the new regulations to deprive the buyer of any cause of complaint if he should accept for his money a medicine produced in Russia in place of a foreign one he hoped he was getting.

DRUGGISTS FOUND GUILTY.

Dr. P. A. Dufresne, druggist, Mount Royal and Gagnier Sts., Montreal, before Mr. Recorder Dupuis, was found guilty of selling cocaine contrary to law, and was sentenced to one month in jail and a fine of $200 or two months additional.

Dr. Henri Campeau, Notre Dame St. West, also charged with the same offence, was sentenced to one month in jail and $100 fine or one month additional, and for a second offence a fine of $200 or two months in jail. In both cases an appeal was entered and bail accepted for the appearance of the accused men at the term of the King's Bench next March.

The Recorder, in passing sentence on the two druggists named, made some very severe remarks in reference to the conduct of the two men. It is unfortunate that a licentiate should be found in the drug business who would be guilty of indulging in such a repulsive trade, and it is high time that steps should be taken, if possible, to give pharmaceutical bodies or else the legislature power to take it in their own hands to annul the license of anyone found guilty in such cases.

In an interview with the daily press, Mr. J. E. Tremble, of the Pharmaceutical Association of the Province of Quebec, explained fully the the position of the Association in this matter. He said :—

"This matter has been entirely taken out of our hands by the provincial law. We used to have control of the regulations governing cocaine, but now these have been placed under police regulations. The honest druggists were glad to see that the police were taking active steps against the dishonest dealers, and their only regret now is that their powers do not go higher. It is one of the most lamentable features of the law that it always seems possible to offset a judgment, while we druggists, knowing all the evils, are simply onlookers. We have been humiliated several times by the druggists brought up in Court for this offence."

Although one of the druggists sentenced to jail was also a licensed doctor, it is pointed out that the College of Physicians and Surgeons can also take no steps against him, because before opening a drug store he must give up his doctor's practice, and, therefore, goes outside the doctor's sphere.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

Kingston, Dec 20, 1911.

Dear Mr. Editor,—I have received innumerable letters from graduates of the O. C. P. commending me for the stand I take in this question of the present condition of the College and its management. I have been asked to go further and open up several important questions, but I would like to say that it would be better if these questions were brought before the representative from your own district, and if he fails to carry out or take issue on the subject, then elect a man in your district who will do his utmost to carry out the desired reforms mentioned.

One letter asks "what becomes of the $2.00 that I pay into the College?" I am sure I do not know. Better write the Registrar; he no doubt would enlighten you. My advice to the graduates is to watch the council meetings, take a little more interest in your College, for the graduates themselves are partly to blame for the present conditions of the College, due to the utter indifference that has been manifested by them in College matters.

The College is yours and you helped to pay for it, and a great number of you are now being fined $2.00 a year for enjoying that privilege.

Our Council have been rather hasty in passing by-laws and regulations that tend to make the retail druggist's burden harder year by year. For instance, take the by-law requiring only a graduate of the College to dispense prescriptions. I am quite in favor of this regulation, but what have the Council done to regulate the dispensing of prescriptions in the different institutions throughout the Province? Here we have unqualified persons in the hospitals right in Toronto handing out medicines every day, Royal Military College and Station Hospital at Kingston in connection with the permanent service, and I could give many more instances of places where dispensing is done by unqualified persons. Whose business is it to get after these people but the Council's. If there is no law or regulation that would cover this trifling with druggists' rights, make one; and when it comes to be presented before Legislature, let every druggist in the Province wait upon the member from his county and point to him the real necessity, for the protection of human lives, that such a bill should go through, and it will pass if the druggists of Ontario will lend a few moments of their valuable time in pointing out these facts to their respective members.

The controversy now going on will yet bear fruit, for is it not time that the druggists of the

country awaken and decide on a more enlightened policy that will tend to raise the present condition of the retail druggists' condition in the Province.

A number of years ago a bill was framed and passed putting the entire sale of poisons into the hands of the retail druggists. That was a splendid move on someone's part. ...A great many years have elapsed since then, and beyond the purchase of the McGill street property and equipping the College with a new set of microscopes, I cannot see for the life of me what the Council has done to keep pace with the present day advancement.

It will only be a matter of time when Canada will have a proper Pure Food Law. We will then need pure food inspectors and qualified persons to test and pass upon the food commodities, and who is more competent to take these positions than the druggists (if they were provided with a course on the testing and examining of food stuffs). I believe the Government have already notified the canners, limiting the bacteria count in canned goods. We can look for a great many more such standards to follow. A pure food course is now in full swing at the Philadelphia College of Pharmacy. Why cannot the Ontario College of Pharmacy be preparing to inaugurate one? Surely we are just as capable of adding and expanding our curriculum as every other College is doing in this fair Dominion, instead of keeping the College in a half-dead and dormant condition.

The arts and trades throughout the country are calling for technical trained men. A great many of these situations could be filled by our own graduates if a good practical course were only inaugurated by a bright, up-to-date Council.

The present building is entirely inadequate to every attempt to inaugurate any new field of study or broaden the present course. With its small, little cramped rooms, lack of ventilation and good light, augmented by a miserable heating system that consumes in the neighborhood of $400 worth of coal per annum.

Were a proper steam vacuum system installed this expenditure for fuel would be cut 50 per cent. and greater efficiency obtained from the heating plant, one capable of keeping the building at any degree required, besides heating the Practical Chemistry Laboratory, for we can all well remember the nice ice plant the College of Pharmacy kept in that top flat. I merely make mention of these few defects to draw the Council's attention to conditions as they exist. Would it not be advisable if this proposed committee (who, I understand, are going to visit and seek for enlightenment in foreign countries) were to consult with an architect on their return as to the advisability of enlarging and re-equipping the present College or erecting more suitable quarters elsewhere? When this question is decided and a definite plan laid to revise the present curriculum, it is to be hoped that the Educational Committee will see to it that our students are taught exactly the commercial methods of how different products are produced and not by any text book manuals, such as green soap made by cottonseed oil and colored with chlorophyl, or chloroform made by chloride of lime distilled with alcohol, or sweet spirits nitre made by the method as directed in the B. P. Theoretically these methods work out all right but commercially they do not.

I sincetely trust this new Council, the Educational Board at least, will make an effort to do something while holding forth in this responsible capacity during the ensuing year.

Yours very truly,
B. BLACKHALL.

EXTRACT MALE FERN.

Darmstadt, December 1st, 1911

The Editor Canadian Druggist,
Toronto, Ontario, Canada.

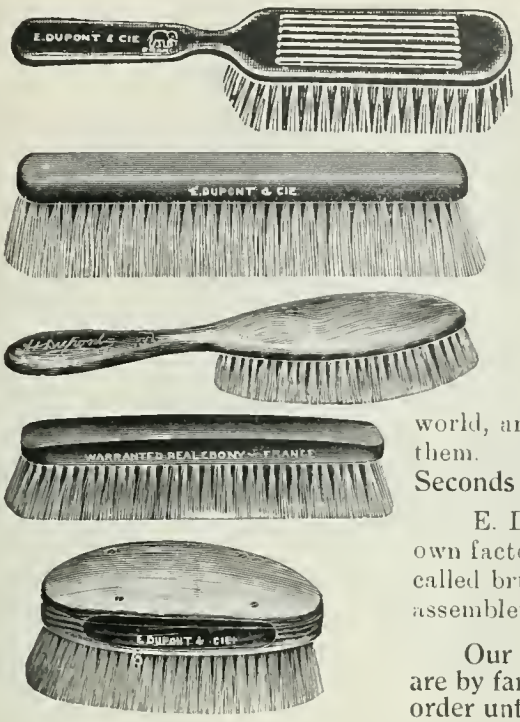
Dear Sir,—The inferior quality of some sppplies of EXTRACT OF MALE FERN recently placed on the market has been made the subject of comment in the British pharmaceutical press. The remarkable difference in price between the quotations at which this article has been offered by some dealers, as compared with those of the makers, who declared that it was impossible to supply a really reliable extract at the very low figures quoted by some competitor, called for an explanation, particularly as the cheap article offered was guaranteed B.P.

A sample of the cheap article was analysed in my laboratory, and the result showed that this product had been adulterated by the addition of 25 per cent. of castor oil, further that it contained only about 8 per cent. of crude filicin, whereas my Extract of Male Fern contains about 24 to 25 per cent. My figures have since been verified by other investigators.

Leaving out of the question the possible consequences to the patient arising from the use of an inferior drug, it must be remembered that it is upon the integrity of the pharmacist that the doctor's suspicion falls when the drug fails in its action. A case of this kind forcibly brings home to the pharmacist the necessity of obtaining his supplies of such articles as do not lend themselves to easy investigation from a really reliable manufacturer with a reputation at stake.

Yours faithfully,
E. MERCK.

Dupont Brushes



Are made of the Best Bristles and Backs, by skilled Brush Makers, in a clean and sanitary factory—THE LARGEST IN THE WORLD!

The name DUPONT is on every Brush and is your guarantee as to quality. These brushes are extensively advertised in the leading magazines of the day and are well known by discriminating buyers. After all there is both pleasure and satisfaction in selling reliable merchandise, and **Dupont Brushes cost no more than inferior brands and there are so many talking points in their favor when showing the goods.**

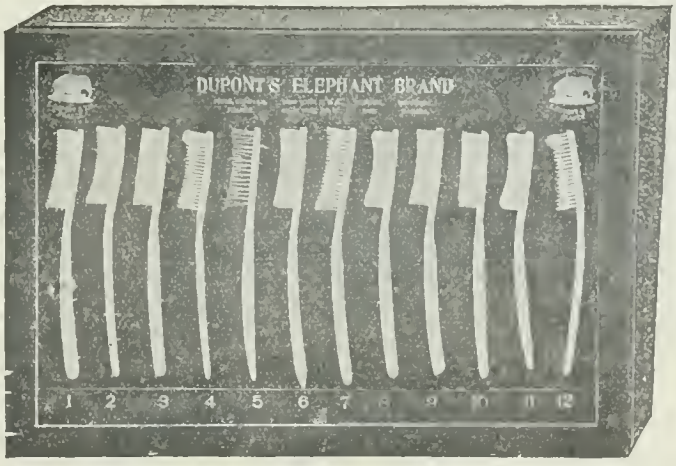
The name stamped on every brush.

Made in France in the largest brush factory in the world, and when it is Toilet Goods, you know that most people prefer them. Every brush is guaranteed to be uniform in quality. **Seconds are sold separately and are not stamped.**

E. Dupont & Co. positively make all the goods they sell in their own factory and under their own supervision. There are many so-called brush manufacturers who do not have a factory but are merely assemblers of brushes which are made anywhere.

Our new Manicure and Toilet Sets for 1912 are now ready and are by far the best range of such goods we have ever shown. Do not order until you have seen them.

This Tooth Brush proposition beats them all.



100 per cent Profit on every brush and each one a DUPONT

E. DUPONT & Co., Paris, Beauvais, London, New York, Montreal

Sole Canadian Agents:

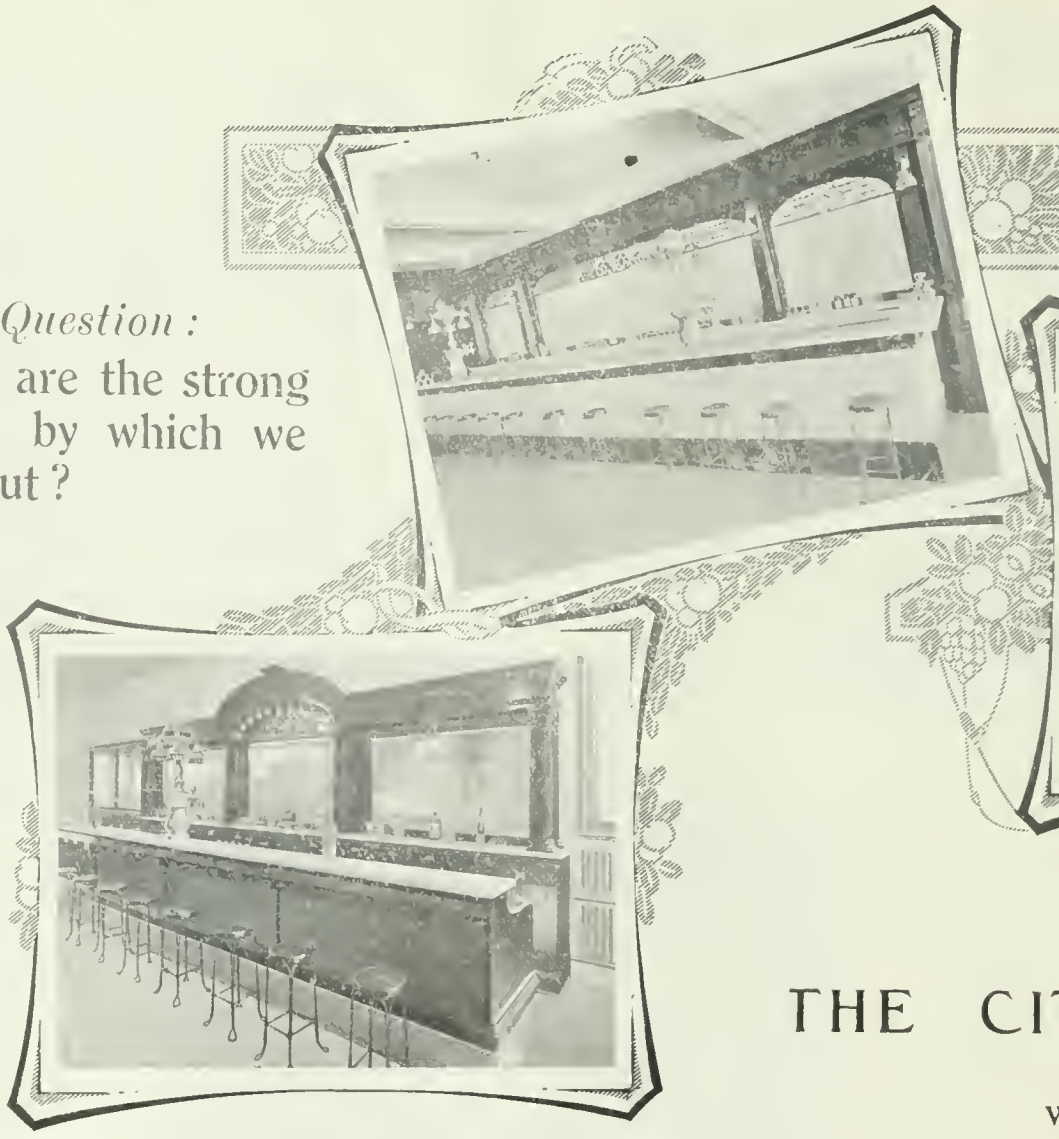
J. Palmer & Son, Limited

5, 7, 9, 11 De Bresoles St., Montreal

Are you aware of what

Loo
these p
co

Question:
What are the strong points by which we win out?



THE CITY OF

we recently i

FIVE MOST MAGNIFICENT

We are Specialists in this line of business

J. J. McLAUG

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profitable
vestment **a Soda Fountain is?**

upon
ures and
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The Answer:
Original Designs,
Convenience of Layouts
Superior Construction

N

OTTAWA ALONE

lled the above

SODA WATER FOUNTAINS

Consult us about your chances to make money

ILIN, Limited

NTO

BENGER'S

Food

The food that "Assists Nature."

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CINCINNATI, OHIO

ONTARIO COLLEGE OF PHARMACY

The following are the examination papers submitted at the Junior Examinations, 1911.

PHARMACY

Examiner—Professor Heebner.

(Time allowed, two and a half hours).

1. Define the following terms :—(a) colature, (b) filtrate, (c) triturate, (d) levigate, (e) percolate, (f) elutriate, (g) precipitate, (h) macerate, (i) sublimate, (j) distillate, (k) dialysate.

2. Give specific gravity and strength of each of the following : (a) Ether Purificatus, (b) Liq. Ammoniae Fortis, (c) Chloroformum, (d) Glycerinum, (e) Syrupus Ferri Iodidi, (f) Spiritus Rectificatus, (g) Liquor Plumbi Subacetatis Fortis.

3. (a) Why is ice used in preparing diluted hydrobromic acid (Fothergill's), (b) potassium hypophosphite in preparing syrup of hydriodic acid, (c) cold water in preparing infusion of calumba, (d) citric acid in preparing effervescent salts, (e) recently boiled distilled water in diluting Goulard's Extract ?

4. Describe and state the utility of : (a) pressure filtration, (b) upward filtration, (c) evaporation-in-vacuo, (d) fractional distillation, (e) destructive distillation, (f) circulatory displacement.

5. How may suspended insoluble matter, that will not deposit, be removed from each of the following : (a) solution of potash, (b) vaseline, (c) sulphuric acid, (d) an acid wine, (e) wine containing tannin unnecessarily ?

6. (a) Calculate the specific gravity of a water-soluble substance weighing 6.5 Gms.; in purified ether it weighs 5.2 Gms. (b) How many grams of concentrated phosphoric acid will a half-liter flask hold ? (c) What size of bottle will hold 5 lbs. of glycerin.

7. Metrical System. Give the derivation of the units of (a) weight and (b) capacity. State the equivalent for (c) inch, (d) grain, (e) fl. oz.; also meter, (h) mil. (i) Add and reduce the sum of the equivalents (Customary System) for (f) cm³, (g) following to Av. weight :—2½ Kilos., 25¼ D. Gm., 5008 m. Gm., 56¾ H. Gm., 32 d. Gm., 86½ Gms., 2 M. Gms.

8. 45 Kilos of Powd. Cuprea Bark are wanted, representing 5 p.c. of quinine ; how much of each of the following powders, assaying 3½, 4, 7 and 8 p.c. quinine, must be mixed to furnish the amount required.

PRACTICAL PHARMACY

Examiner—Professor Heebner.

(Time allowed, two and a half hours).

N.B. Neatness of work, order of arrangement and cleanliness of desk, locker and outfit, will enter as important factors in your rating.

1. Determine the specific gravity of the liquid submitted, and report on same according to the subjoined form :

(a) Liquid labelled.....

(b) Weight of liquid under investigation, Gms.

(c) Weight of an equal volume of distilled water.

(d) Specific gravity. (Exhibit figures in calculations required.)

(e) What appliances were used in the above determination ? Answer this question by leaving upon the lower shelf for inspection each article made use of, excepting the balance and weights.

2. Purify the specimen of Ammonium Chloride submitted, and return the purified salt in granular form, enclosed in wide-mouth bottle properly labelled (Latin title). The impurities from which the salt is to be freed, are : ammonium carbonate, iron, colouring matter, insoluble organic matter. Report :

(a) Impure Ammonium Chloride used.....Gms.

(b) Purified granular salt recovered.....Gms.

(c) State your process of purification briefly.

(d) Explain how each impurity was removed, using chemical equations where indicated.

(e) In granulating the salt is it necessary to stir the solution continuously while evaporating, or what condition determines when you should commence ?

(f) What is the solubility of Ammonium Chloride, and what is the percentage strength of its saturated solution ?

(g) State cause of marked change of temperature exhibited while undergoing solution ?

(h) 100 c.m.3 of a saturated solution (sp. gr. 1.12) of Ammonium Chloride, when evaporated to 20 c.m.3 and cooled to 15 degrees C., will deposit how many grams of the salt ?

PRACTICAL CHEMISTRY

Examiner—Geo. A. Evans, Phm. B.

Section 1.

1. Describe a method for the preparation of Biniodide of Mercury.

2. The Bismuth Salts sometimes contain Ar-

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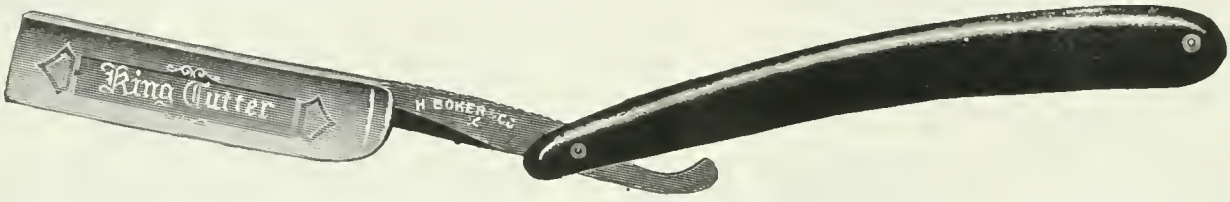

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Granted aegrotat with pass standing—W.H. Corbett, J. C. Hayes. Starred in subjects, practical chemistry, Kenneth Dalby and W. L. Edwards.

Highest in subjects (in order of merit)— Pharmacy—L.V. Hourigan, H. G. Everett, and H. C. Ham. Latin, posology, etc.—A. Alldred, T. A. Loughrey and Ivan J. Warren, all equal. Botany—A. M. Jeffrey, E. J. McKee, S. S. Dunn, L. E. Douglas, equal. Practical chemistry—Ivan J. Warren, W. H. Woods and S.S. Dunn, all equal. Physics—P. S. Spencer, H.G. Everett, E. B. Walker, S. W. Manning and A. L. Law, all equal. Chemistry—A. M. Jeffrey, H.P. Cosens and P. F. Stewart, all equal.

The supplemental examinations for those who failed will be held on January 2nd. The senior term will commence on the morning of January 3rd.

BRITISH COLUMBIA PHARMACEUTICAL ASSOCIATION.

SEMI ANNUAL COUNCIL MEETING.

The regular semi-annual meeting of the Council of the British Columbia Pharmaceutical Association was held in the Association rooms, Hastings Street, Vancouver.

The following were present :—President John Cochrane ; vice-president, L. L. White ; Councillors Burns, Emory, Knowlton, Mackenzie ; Registrartrar James W. Browne, and Charles Nelson, President of the Canadian Pharmaceutical Association, as guest.

Mr. Charles Nelson, Vancouver, B.C.
President Canadian Pharmaceutical Association, who was a guest at the B. C. Pharmaceutical Association Meeting.

President Cochrane opened the proceedings at 10.15 a.m., and the minutees of the last Council meeting were read, and adopted.

COMMUNICATIONS READ

Re Hall & Co., Illegally Selling Cocaine. The Registrar read letter from the Association's solicitors, to the effect that "The charge was laid and proven, and the magistrate, after hearing the evidence, held that there was a technical breach of the act, but it being the first offence, he dismissed the accused with a warning," also the reply sent by the registrar, in which he strongly protested against the decision, adding that it was hoped "that an example would have been made of this our first case rather than as it is a mere trifling with the Habit Forming Drugs Act." The Registrar also pointed out that every publicity had been given the Act in the drug journals from one end of Canada to the other, and that Mr. Hall could not in any way claim ignorance." It was moved by E.S. Knowlton, seconded by J.H. Emery, that the action of the Registrar be confirmed, and the matter be left in the hands of the Registrar. Carried.

Reciprocity Between the Various Western Provinces.—A lengthy commuoication dated June 17, 1911, was read from W.J. Macdougall, Registrar of the Pharmaceutical Association of Manitoba. (It was explained by the Registrar that this letter had arrived just after the last meeting of the council.) The letter referred to a resolution passed by the Manitoba Council following a general discussion on the subject of pharmaceutical reciprocity between the various Western provinces.

In short, the resolution sought to enter into a reciprocity agreement with the B.C. Pharmaceutical Association, and with the other provinces on the basis that the existing standards of preliminary qualification be allowed to remain as at present; that B. C. apprentices desiring a universal diploma be required to take a complete course of lectures at some recognized college of pharmacy, such diploma to be recognized by all other associations. That all now registered in the several provinces should be allowed full privileges of such agreement. It was moved by E. S. Knowlton, seconded by J. L. White, that the Registrar secretary be instructed to reply to the Registrar of the Pharmaceutical Association of the Province of Manitoba, that "we think that the matter referred to in letter of June 17, 1911, might be discussed again at a meeting perhaps just before the Canadian Pharmaceutical Association meeting in 1912, at Vancouver. Carried.

A letter was read from Professor Joseph P. Remington, as follows:

"I have just received your communication of June 25th, conveying the information that the British Columbia Pharmaceutical Association have elected me a member of this distinguished body. In accepting this honor, I desire to express my thanks and willingness to assist the pharmacists of the great Northwest in every way that I possibly can. We should all be united in the determination to advance pharmacy by giving our best efforts to promote every measure which will tend to its betterment.—Very truly yours (signed) Joseph P. Remington."

Moved by E. S. Knowlton, seconded by F. McKenzie, that this communication be received and suitably acknowledged. Carried.

REPORT OF COMMITTEES.

The Tepoorten Medal.—J. H. Emery read a communication with reference to the desire of the donor of this medal as the report of the committee, Messrs. E. S. Knowlton and James W. Browne, appointed to interview J.A. Tepoorton, as follows:—To give this medal annually, as the Tepoorten Medal, to the Junior obtaining the highest percentage at the examinations held throughout the year, recommending that the candidate must take his examination within three years from the time he has registered and that he must obtain an average of 66 2-3 per cent., to be eligible for the medal. The first medal to be struck off as soon as the new seal has been definitely decided upon. Moved by E. S. Knowlton, seconded by J. H. Emery, that the report of the committee be received and adopted. Carried.

The New Diploma.—The committee, Messrs. Emery and Brown, reported having met and examined several designs in July last, and after making some changes in design it was accepted.

Frank Mackenzie then read the report of the delegates from this Association to the Montreal Convention of the Canadian Pharmaceutical Association.

REPORT OF DELEGATES TO THE C PH. A.

(Here followed a summary of the proceedings of the C. P. A., a full account of which has appeared in the Canadian Druggist.)—Editor.

In concluding the report the committee said: "We cannot help but state our convictions, the Association is the "Strong Hope" of the retail druggists, all over Canada, whether commercial, professional, ethical or pharmaceutical, and recommend our continued approval and support of same.

"We might add that our province was honored by the election of Charles Nelson as President.

"We are very pleased to report that your delegates were successful in procuring the next convention for British Columbia to be held in Vancouver in August, 1912."

Charles Nelson, in speaking to the report, said he felt that it was impossible to grasp the full usefulness of these conventions. He had felt time and again, while sitting at the meetings, what a pity it was that the whole membership of Canada could not be assembled and take part in the discussions, and hear the speeches. He referred at some length to the difficulty experienced in getting the wholesalers together, and scathingly commented on Mr. Tinling's disparaging remarks as to the strength of the Association and the folly of its holding out. He told how he had to finally force a meeting with the wholesalers, with the result now fully known.

E. S. Knowlton moved, and R. R. Burns, seconded, that the report of the delegates be received and referred to the annual meeting of this association. Carried.

E. S. Knowlton thought that the last meeting had done more towards cementing the retail trade together than any other, and President Cochrane took occasion to congratulate Mr. Nelson and Mr. MacKenzie on their highly successful delegation.

TREASURER'S HALF-YEARLY STATEMENT.

The Treasurer then read the half-yearly statement as follows:

Vancouver, B. C., Nov. 11, 1911.

The Council B. C. Pharmaceutical Assn.

Gentlemen:—I beg to submit herewith treasurer's statement for the half year ending this date as follows:

Balance in the bank as per last audit...	$ 248.68
Fees and dues.....	441.00
Withdrawn from Savings Acct.	1200.00
	$1889.68

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"Retaining the natural aroma and flavor of fresh ripe fruit."

"Sterling" Brand Fruit Syrups

Made in all Fruits and Flavors, and bearing a national reputation for their high standard of Purity and keeping qualities.

"Of full strength and flavor."

"Sterling" Brand Flavoring Extracts

Our Bulk Extracts, in all flavors, have established a standard for themselves, and stand to-day unequalled.

Put up in all convenient sizes; they demand the attention of all dealers.

'They assure good results'

It is just possible that our travellers may not be able to get in direct touch with you before you need some one of the "Sterling" Brands. Should this occur, send direct to us for price list and discounts, or send your order, which we will give careful and prompt attention.

The T. A. Lytle Company, Limited

Toronto, - - - Ont.

Disbursements.

Council expense	$ 160.50
Assoc. Meeting	180.00
Examination Expense	207.05
B. C. Record Account	201.00
Post, printing and stationery	130.00
Typewriter	116.40
Delegate Meeting C.P.A.	500.00
Legal Expense	38.25
Returned Fees	15.00
Wages	195.00
Balance in bank this date	146.84
	$1889.68

Savings Account.

To amount as per June audit	$3367.93
Interest	19.67
	$3,387.60
By amount withdrawn	1200.00
	$2,187.60

J. W. BROWNE, Treasurer.

Moved by R.R. Burns, seconded by J.L. White, that the statement be received and adopted. Carried.

EXAMINERS' REPORT.

The report of the Board of Examiners was then read.

An affidavit was received from John M. Spencer, in accordance with resolution passed at last council meeting, namely, that he had tendered the Registrar his application fee on applying for registration as licentiate of pharmacy. It was moved by R. R. Burns, seconded by J. H. Emery, that the affidavit be received and referred to Registrar for registration. Carried.

The matter of A. E. Thomas' affidavit re the registration of Arthur Good was referred again to the Registrar by motion of J. H. Emery, seconded by E. S. Knowlton.

J. H. Emery asked if it was necessary to obtain provincial registration of the new crest and seal of this Association, and moved, seconded by R. R. Burns, that the Secretary take the matter up with the provincial authorities. Carried.

The Victoria Cocaine Case.—After considerable discussion it was decided on motion of R. R. Burns, seconded by Frank Mackenzie, to leave the matter in the hands of the Registrar. Carried.

Price Protected Goods.—Upon this subject being brought up, J. H. Emery asked the president to give a ruling as to whether it was within the province of this Council to discuss such matters. The President, after consideration, decided that the Act gave the power, under sec. 1 of the Pharmacy Act.

It was then moved by E. S. Knowlton, seconded by J. L. White, that we recommend to the Association that we do not endorse the sale of any so-called price-protected goods that are not confined to registered drug stores. Carried.

ARRANGEMENTS FOR C. PH. A. CONVENTION

The President appointed F. J. MacKenzie, R. R. Burns, E. S. Knowlton and Jas. W. Browne as a committee to work in connection with the Vancouver local association in arrangements for the meeting of the C. Ph. A. in Vancouver, in August, 1912.

The Application for Registration of Arthur R. Poole.—J. L. White read several letters to the Council received by him from Mr. Poole, and expressed his opinion that if the Council could do it legally he would like to see Mr. Poole registered. After considerable discussion it was moved by E. S. Knowlton, seconded by R. R. Burns, that the communication be received and filed, and that Mr. Poole be recommended to take the examination of this association. Carried.

THE EXAMINERS REAPPOINTED.

On motion of E. S. Knowlton, seconded by R. R. Burns, the Registrar was instructed to submit the names of the present Board of Examiners to the Lieutenant-Governor in Council for reappointment.

"ETHICAL ADVERTISING."

Moved by E. S. Knowlton, seconded by J. L. White, that this Council depreciates the action of the secretary of C. Ph. A. in accepting advertisements in the Official Publication of the Proceedings of the C. Ph. A. Convention of 1911, the matter of which reflects upon certain resolutions adopted by that body, and recommends that this inconsistency be discontinued. Carried.

President Cochrane at this juncture said he thought that entertainment should not be allowed to take such an important place in the programme of the C. Ph. A., and he suggested that in future this should be discontinued. He offered these remarks as a suggestion to the committee in charge of the arrangements.

Messrs. Knowlton, Burns and Nelson fully agreed with the President in this particular, Mr. Nelson giving his experience at the last convention, when he left a note to the effect that he came to do business, not to be entertained.

Moved by J. L. White, seconded by R. R. Burns, that the expenses of this Council be paid. Carried.

Emery, that this Council adjourn to meet in June next, or at the call of the President.

The Council then adjourned.—B. C. Pharm. Record.

Work is the first ingredient in the tonic that keeps business up on its toes; next comes team work.

PHARMACEUTICAL ASSOCIATION OF MANITOBA.

RECTE ET SUAVITER

The following are the papers submitted at the minor examination, December, 1911, Pharmaceutical Association of Manitoba :

PRESCRIPTIONS AND TOXICOLOGY.

Time—2 hours. Examiner, M. Westaway.

1. How many kinds of incompatibility are chiefly encountered by the Pharmacist ? Show how incompatibility may serve as an antidote in case of toxic effects from the following : Belladonna, Morphine, Sulphuric Acid, Strychnine, Arsenic, Cocaine.

2. Explain how you would prepare :

(a) 5 p.c. solution of Boracic Acid (aqueous).

(b) Sol. Glycerine and Borax.

(c) Saturated solution Boracic Acid (aqueous).

(d) Turpentine Emulsion.

3. What is the law respecting the sale of Cocaine ? In what way does it differ from the sale of Poisons under schedule " A " and " B " ?

4. In case of an overdose of the following, what visible effects of the drug in each case is apparent, and supply a suitable antidote : Atropine, Cocaine, Nux Vomica, Carbolic Acid, Quinine Sulph.

5. What is the maximum dose of the following for an adult : Calomel, Iodoform, Chloral Hydrate, Codeine Phos., Potassium Iodide, Antipyrine, Carbolic Acid, Tannic Acid, Aloes Bark, Liq. Ext. Ergot, Hydrogen Peroxide.

6. Translate into English :

(a) Recipe

Sodae Bitartratis, Unciam, Syrupus Zingiberis, Unciam cum Semisee, Tincturae Rheii. Drachma Unum, Aquae Mentha Piperita, add Uncias Quatuor.

Misce.

Sig. Cochleare parv. ex. aquae ter in die et Hora Somni.

(b) Construct the above into abbreviat d Latin, using signs and symbols.

7. Explain how you would prepare a

(a) Solution of Nitrate of Silver, and in what kind of a container you would turn it out from a shop. Give reasons for precautions.

(b) How would you store the following :

Hydrogen Peroxide, Acid Hydrocyan Dil., Ammonia Carb., Alcoholic Tinctures, Aether, Essential Oils. Give reasons.

MATERIA MEDICA.

Time—2 hours. Examiner, M. Westaway.

1. Give official Latin names for :

Logwood, Dover's Powder, Bees Wax, Calomel, Mustard Plaster, Male Fern, Hops, Compound Chalk Mixture, Horseradish, Linseed Meal Sugar, Starch.

2. (a) What standard of alkaloidal strength do the following contain : Cinchona Bark, Opium.

(b) Estimate quantity of alkaloid that can be obtained from one pound of each drug (avoirdupois).

3. Materia Medica being divided into three divisions : Animal, Vegetable and Mineral compile a list of at least four of each class, native to Canada.

4. Hydrastis Canadensis—Give English name, Botanical source, Nat. Order, constituents, characteristics, medicinal properties, preparations and dosage.

5. From what source are the following derived : Gallic Acid, Ergotin, Creolin, Saccharin, Iodoform, Glycerine, Lanolin, Atropine, Collodion, Pilocarpine and Phosphorus.

6. Resins :

(a) Name at least three true resins giving characteristics and solvents. Show wherein they differ from Gum Resins and Oleo Resins.

(b) Give a simple process whereby resins may be detected while in solution.

7. Bitter Apple—

(a) Supply Latin name, Geographical Source Nat. Order, Botanical Source, Active Constituents, Medicinal Properties, with preparations and doses.

(b) Select at least one other drug having the same medicinal action.

CHEMISTRY

Time—2 hours. Examiner, E. Nesbitt.

1. Acid Hydrocyan, B. P. Preparation, strength, properties, test, chemical antidote.

2. Name three allotropic modifications of carbon.

Give some account of the occurrence of the different forms of carbon in nature, and also of carbon occurring in combination.

3. (a) How would you deprive the air in a vessel of its Oxygen ?

(b) What reason have we for believing that the air is a mechanical mixture and not a chemical combination of Nitrogen and Oxygen ?

(c) Describe the mode of making a eudometric analysis of the air.

1. Bromine — Source, preparation, properties and uses.

How would you prepare Hbr. ?

5. Explain the Periodic Law.

Name the principal elements of four groups of non-metals, and describe the characteristics of each group.

6. What is the chief commercial source of Ammonia?

Show by an equation the method of preparation.

How is it utilized to obtain low temperatures?

7. Explain what is meant by chemical combination in multiple proportions.

8. 4.85 grams of an organic substance gave 6.95 grams of Carbon Dioxide and 0.95 grams of water. 5.46 grams of it gave 681 cubic centimeters of Nitrogen at 13 degrees C. and 775 mm.

Calculate its percentage composition and formula.

PHARMACY.

Time allowed, 2 hours.

Examiner, C. W. Campbell, Phm.B.

1. Explain difference between:

(a) Sublimed, washed and precipitated sulphur.

(b) Calcination and Sublimation.

(c) Detanation and Decantation.

(d) Granulation and Crystallization.

(e) Saturated and Supersaturated solutions—which, if either, may be used as a solvent for other chemicals.

2. Givethe equivalent in metric measures of the following: Minim, fluidrachm, fluidounce, pint.

3. Define:

(a) Specific Gravity—exemplify by giving the value of four pints of glycerine S.G. 1.25 at 25 cents per pound Av.

(b) Latent heat.

(c) Magma.

(d) Dialysis.

(e) Precipitation.

(f) Galenical preparations.

4. What effect on temperature has:

(a) Simple solution.

(b) Chemical solution—give one example of each.

5. Why are the numbers 50 and 60, etc., employed to represent the fineness of powders?

6. How many grammes of Mercuric Chloride will be required to make 100 Cc. of a solution, 10 Cc. of which, when added to 990 Cc. of water will make a solution containing the equivalent of 1 gramme in 2,000 Cc.?

7. If you pay $1.00 a kilogramme for a drug which you sell for 10 cents per ounce, what per cent. profit do you make?

8. If a seidlitz powder is composed of 35 grains of Tartaric Acid, 120 grains of Bicarbonate of Soda, and 40 grains of Rochelle Salts, how much Potassium and Sodium Tartrate must be used to make enough seidlitz mixture to put up one gross of boxes, each to contain ten doses.

9. Give a rule for converting the scale of temperature from Fahrenheit to Centigrade.

DISPENSING.

Time allowed, 2 hours.

Examiner, C. W. Campbell, Phm.B.

1. R

Camphor Gum..... .....grs. xx.
Plumbi Acet..... .... scruple i
Acid Tannici..... ....
" Carbolici..... ....aa gr. xv.
Petrolat. Alb..... .....q.s. ad. oz. i
M. et fiat ung.

Sig.: Nocte Ap.

2. Tinct. Guaiaci..... .... dr. iv.
Ol. Morrhuae..... .... dr. vi.
Aquam..... .... ad oz. ii.
M. et fiat emuls.

Sig.: Cap. Coch. duo parv. bis terve die.

3. Ferri Sulph. Ex. .... gr. ii.
Pot. Carb..... .... gr. ii.
Ol. Sabinae... .. ..gtt. ss.
M. fiat pil.
Mitte tales No..... ..... xii.

Sig.: Cap. unam ter in die i.c. et h.s.

4. Ung. Hydrarg Fort..... ..... dr. v.
Liq. Ammoniae..... .... dr. v.
Lin. Camphor..... ... . ad oz. ii.
M. fiat lin.

Sig: Applic. parte ter in die.

COUNCIL OF OPTOMETRY.

The examinations in optometry in connection with the Saskatchewan Council of Optometry will be held at Regina, Sask., on January 18th and 19th, 1912.

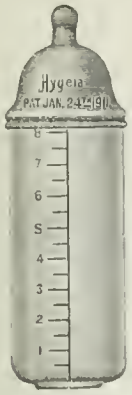
Application forms for those intending to go up for examination can be obtained from H.S. McClung, Registrar, Box 813, Regina, Sask.

On December 9th, at Landis, Sask., Mr. Webb was fined for practicing optometry without a license.

LAVAL STUDENTS ELECT OFFICERS.

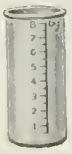
The students in pharmacy at Laval University, Montreal, held their annual election of officers on Tuesday, December 19th, when the following were chosen:—

President, Raoul Ouimet; Avisor, Rodolphe Sabourin; Vice-President, Henri Graulx; Secretary, Leo L. Gauthier; Treasurer, Ose. Landry; Consistter, Armand Roy; Representative of 4th year, J. Choquette; 3rd year, J. R. A. Cofsky; 2nd year, L. Asselin; 1st year, J. A. Lachaine; Assistants, M. Clisart Rousseau and W. Leger.



Bottle Complete

Breast


Cell

To the Druggists of Canada

We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Ball-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing. We are making a special offer on the Ball-cup nipple until the 1st of January, 1912. Write us for prices.

THE HYGEIA NURSING BOTTLE CO.

1336 Main St., - Buffalo, N. Y.

Section of ball-cup nipple. The puncture in the nipple is at the bottom of the cup.

THE BEE CELL FRENCH SUPPORTER

A BOON TO WOMANKIND

THE only collapsible, self-adjusting infallible Supporter in the world, made of purest and softest rubber. Having 6 faces or cups it renders misplacement absolutely impossible. This feature does not exist in any other supporter. Highly recommended by the medical profession.

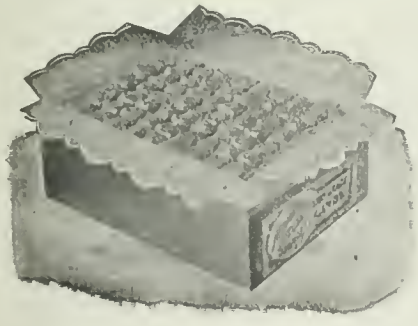
RETAIL PRICE, $2.00

Price to the Trade—$12 per doz. in ½ doz. lots, $10 per doz. in 1 doz. lots

Druggists: write for descriptive circular and special introductory proposition. Made in two sizes, large and medium. Accompanying illustration shows full size of Medium Supporter. This size is generally used. Guaranteed satisfactory or money refunded. Address

THE BEE CELL COMPANY

524 C White Building BUFFALO, NEW YORK



Chocolate "Bordo"

A Profit Producer

Were you convinced as we are, of the profit producing certainties of "CHOCOLATE BORDO" you would not hesitate to purchase. Most merchants readily see the possibilities and give us at least a small trial order. They invariably repeat, which is the best proof of the saleability of the goods at a profit.

COST AND SELLING PRICES:

5 lb. boxes cost (each) $1.25;	Sell $2.50;	Profit $1.25
1 " " (doz.) 4.00;	" 6.00;	" 2.00
½ " " " 2.25;	" 3.60;	" 1.35
10c pkgs. " " .85;	" 1.20;	" .35

"CHOCOLATE BORDO" is known. Has been made and sold by us for 25 years. So, when people learn that you are selling the original Bordeaux Chocolate, the line that always has the same unique, delicious, tongue-teasing flavor found only in "CHOCOLATE BORDO," they will return to your store, and will buy more than chocolates. This is a double-barreled profit-producer proposition.

FREE SAMPLE BOX AWAITS YOUR REQUEST

The Montreal Biscuit Company

M'f'rs of Biscuits and Confectionery. **MONTREAL**

Viola Odorata and

"The Acme of Perfection"

Reine Iris Soaps

"Delightful Floral Odor"

No up-to date Druggist can afford to be without these for their Christmas trade. Their beautiful floral odor and one-half gross of samples that we give with each gross of soap will sell the goods and bring large returns.

Mother's Favorite

for a medium price soap with doll as per photo for Christmas trade is unexcelled. Write for quotations.

The Dominion Soap Co., Limited

Sole Canadian Agents for The Andrew Jergens Co., Cincinnati, O.

HAMILTON = CANADA

EVERY DRUGGIST SHOULD CARRY

-FAIRBANK'S SOAPS-

GLYCERINE TAR SOAP—for shampooing.
PUMMO SOAP—for the hands.
SANITARY (Carbolic) SOAP—for General use.

Because they are the best to be had, and show the dealer a margin of over 75% profit.

WRITE US FOR PRICES:

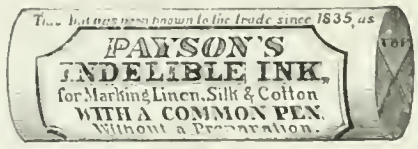
The N. K. FAIRBANK COMPANY

MONTREAL, CANADA

Absolutely Sure!

Any Druggist, when he sells or recommends "Mecca" Ointment, does it with a certainty that his customers get full value for his or her money and they will come again and again for it. We will stand behind every jar. All Wholesale Drug Houses or

Foster-Dack Co.
Toronto and Chicago
We invite correspondence



THE OLDEST THE BEST

ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

LITTLE SINS AT THE PRESCRIPTION COUNTER*.

By Dr. Curt P. Wimmer.

A few months ago a certain newspaper in the city of New York had a large number of prescriptions compounded and analyzed, and 50 per cent. of them were claimed to have been found deficient. This was done for sensational purposes, no doubt. The sensation caused at the time met with the usual fate of being forgotten, if not forgiven — like straw-fire which suddenly and unexpectedly blazes forth, surprising and startling the onlooker, and then dying out as quickly as it started, and the average mind turns to other subjects and forgets. But to him who goes to the bottom of things, there is a lesson hidden even in a straw fire. It could not blaze were there no straw. Let us then for a few minutes consider what the straw was that furnished food for the newspaper's pharmaco-pyrotechnical display.

We will not say anything at all about the very few cases in which an intentional substitution or gross alteration of the prescription was claimed to have been found (a number so small that the entire so-called "exposure" was, to my mind, a compliment to the pharmaceutical profession rather than a slap), but let us consider causes for some of the smaller deficiencies found in prescriptions.

We might say, in short, that many of the smaller deficiencies are simply due to small negligencies which, with persistence and watchfulness, can be overcome and eradicated.

Let us take a simple prescription as an example :

Potassium iodide..... ....2.00
Water... ....50.00

M. ft. sol. Sig : As directed.

This prescription, upon analysis, should show 3.8 per cent. of potassium iodide, yet, I dare say, that about 50 per cent. of any number of this prescription compounded in different stores would be found deficient in quantities ranging from 3 to 10 per cent. The cause of deviation lies simply in the fact that not sufficient attention is paid to details in compounding prescriptions. Do we not often forget to counterbalance the powder paper on which the potassium iodide is weighed out. A powder paper weighs about 0.040 grammes, which represents in our case 1.33 per cent. of the weight of the iodide. Do we not laboriously convert the 2 grammes into grains, because we have no metric weights on hand ? We use, of course, 15 grains as equivalent to 1 gramme and forget that we should use 15.5 grains, or, better still 15.432, which deviation represents in the above cases no less than 3.22 per cent. of the weight of the salt. But why not have metric weights on hand, and use them ? A good set of them can be procured so cheaply !

Do we not put the salt into the 2-ounce bottle and then add water until the level of the liquid is about 2 drams from the top of the bottle? And it never occurs to us that a 2-ounce bottle is not at all a measuring vessel, and holds, in most cases, considerably more than the specified amount. Let it be said right here that the practice of filling prescription bottles to the top without measuring the liquid in a graduate is a most reprehensible one. One-ounce bottles usually hold about 9 drams ; 2-ounce bottles hold about 18 drams ; therefore, filling a 2-ounce bottle to the top and calling this a 2-ounce mixture is a guess, and means dispensing about 11 per cent. more volume than prescribed. An accurate measuring vessel is the only apparatus which tells us the exact volume of a liquid ; let us use it and get away from guessing.

Again, too many of us consider the cash register a more important piece of apparatus in the store than the balance. How often do we test the balance to see whether it weighs correctly ? What care do we bestow upon the weights, those pieces of metal upon which our reputation so often depends ? The balance should be examined at least once, the weights twice a year, unless they are properly kept and handled with care and due respect to their importance. I am sure that the various colleges of pharmacy would gladly test weights and scales, if requested to do so.

Other little points could be mentioned. Suppose we have a prescription for 1 ounce of a 2-per cent. solution of silver nitrate. Many of us will simply weigh off 10 grains of silver nitrate and add to it 1 ounce of water, not realizing that in doing so we dispense 9 per cent. more silver nitrate than required. We do not stop to calculate the exact amount of the salt, which in this case is 9.11 grains, nor do we weigh the final amount of solution which should be exactly 455.7 grains. The solution prepared without these precautions will, upon analysis, show 2.14 per cent. of silver nitrate, or 7 per cent. more than prescribed by the physician.

A good deal could be added about the preparation of ointments, the subdivision of powder mixtures, the losses in filteration, etc., but this will be reserved for another occasion.

The object of this paper is not to criticize or condemn. It is simply to call attention to some of our little sins which we can avoid with patience and attention. No law can punish us for them, nor should it be able to do so, for many small deficiencies found by the analysis of a prescription are entirely beyond our control. How-

*Read at a Meeting of the New York Pharmaceutical Association.

ever, our moral sense should warn us constantly that the most painstaking accuracy in our work is the only factor which elevates pharmacy to the rank of a profession. The claim that the physiological action of a prescription is not changed by such slight deviation is, while it may be true in most cases, not well founded, for it is not the pharmacist's office to be a judge of the action of a prescription. A physician who writes for a 2-per cent solution of any salt is entitled to have it so, not 2.20 per cent. or 1.80 per cent. strong, and the conscientious pharmacist will use all possible means to prepare it of just the right strength. Unless this is done, newspaper crusades against the pharmacists may become as interesting a sport as "Sunday saloon closing" or "vice" crusades, which, indeed, would be a deplorable state of affairs.

THE COST OF DOING BUSINESS.*

By E. Fullerton Cook, Ph. D.

While there is an increasing recognition by druggists of the necessity of knowing absolute cost, that a profit-making selling price may be determined, yet there is room for renewed emphasis and more discussion. The golden key which unlocks with certainty the storehouse of profit in modern business is intelligent and scientific management.

Much has been written and preached about advertising, including store arrangement and window displays; many new plans for buying goods have been offered and put into successful operation; and these are of great importance, but they are only part of a manager's problem. Before him stands the whole ultimate question of profit and to conduct the business so that all divergent forces are harmonized and this result accomplished must be his constant endeavor.

The right proportion of "first cost," expense per cent. and profit per cent. in the fixing of the selling price, scientifically applied, assures this result, and is the real question for adjustment.

First Cost—No attempt will be made here to discuss the "buying of goods," however important that may be a factor in profits. Needless to say, the cheaper the price for which the goods can be bought by the dealer, quality being equal, the more likelihood there is of a profit-making and sale-inviting price at retail.

Cash Discounts—In this connection "cash discounts" may not be overlooked. A few years ago they were ignored by druggists generally, but the testimony of many to-day who are successfully solving the bigger problem of profits, has proved beyond a doubt its advantages. It means "best buying prices," good service, independence, profits and, most important, freedom from the harassing worry attending unpaid bills and accumulated debts.

Expenses—Expenses big and little should be under absolute control. They should be systematized, classified, and, so far as possible anticipated. At the beginning of the year when percentages are being figured for the fixing of a profit-producing selling price, all expenses not fixed should be estimated from previous experience, appropriations made and accounts opened, care being taken to see that the appropriation is not exceeded, if the expected profit is to result.

Fixed Expense—There are certain fixed expenses in all businesses. These should be carefully determined. The following are the most important:

Rent—This must be charged if the property is owned by the store proprietor, as conscientiously as if paid to a landlord. A rental equal to that obtainable in the neighborhood for similar property will be a satisfactory guide to the amount to charge.

Clerk Hire—This important item requires constant attention; certain stimulating expedients often make it possible to reduce the expense through the securing of better service from a less number of assistants. This involves the much-talked-of science of efficiency.

Insurance—Few business men can afford to ignore insurance. It is a necessary and legitimate expense and should at least include fire and indemnity insurance, the latter being exceedingly valuable since it affords protection in case of errors, or a claim of error with attempted blackmail.

Taxes and Licenses—These must be included with other expenses.

Telephone—An expense of every modern business.

The preceding are the more common fixed expenses, but there are others not always recognized, as

Proprietor's Salary—A stated amount should be charged regularly as salary for the proprietor, if he is giving his time to the business. If he is not devoting his energies to the work of the store he is certainly paying someone else to do it, and it is but fair that he who does assume the responsibility, work, worry, and risk of loss, should be the best paid man connected with the business. He should not wait for expected profits to give him living expenses.

Interest and Investment—This is another item of expense which is often ignored, giving false ideas of profit. Of course, if the store is being conducted with borrowed capital the interest is charged to expenses, but it is equally legitimate and necessary to charge interest for investment

*Read at 1911 Meeting of the American Pharmaceutical Association.

TANGLEFOOT

THE ORIGINAL FLY PAPER

For more than 25 years the Standard in Quality

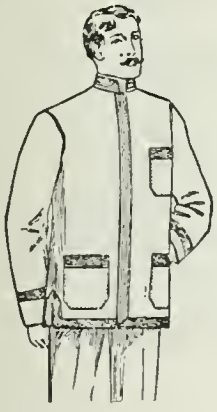
ALL OTHERS ARE IMITATIONS

APPRECIATION

It is again our privilege to report a year of splendid progress and we desire to express to our many friends, the Druggists of the Dominion, our grateful appreciation of the favors conferred during the year which have contributed to this end. We have tried to live up to the principles established at the beginning of our business career, viz., to manufacture goods of but one quality and that the Highest, and in every business transaction to carefully consider the best interests of the "other fellow." We commence the New Year with a strong determination to so conduct the affairs of our company that we may merit the good will of all with whom we come in contact.

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - MONTREAL - WINNIPEG



"Every Coat we turn out a Winner"

Druggists' & Dispensers' Coats

Your personal appearance will be improved by wearing our made-to-measure coats thoroughly shrunk. We have a large variety of styles and strictly washable materials.

Cut shows Style No. 18,
made from any material desired

Write for our swatch card showing styles, materials and prices, free upon request. We can fit you by mail very nicely.

Free Delivery in the United States and Canada

Address:

WEISSFELD BROTHERS
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FINEST DUTCH

..SUGAR OF MILK..

H. M. S. BRAND

—DISTRIBUTORS FOR CANADA—

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Montreal.

FOR OVER HALF A CENTURY

BROWN'S BRONCHIAL TROCHES

Have been recognized throughout the world as a staple remedy for hoarseness and coughs.

A preparation of simple medicinal substances held in general esteem in the treatment of throat affections caused by cold or exertion of the vocal organs.

The Troches are effective in disorders of the throat and larynx, and an invaluable aid to speakers and singers for allaying hoarseness and irritation of the throat

To sufferers from Lung Troubles, Bronchitis and Asthma, they afford great relief. Warranted free from opiates or anything harmful. In boxes only; never sold in bulk

BROWN'S BRONCHIAL TROCHES

Advertising matter sent free to Druggists upon request

John I. Brown & Son, Boston, Mass.

It goes without saying that no stock is complete without

Mrs. Winslow's Soothing Syrup for Children Teething

First introduced in 1849. It is now favorably known and sold all over the world.

HORLICK'S MALTED MILK

hot or cold, one of the most popular drinks at the Soda Fountain. **HORLICK made it so.**

The past summer has again demonstrated the value of this "food-drink for all ages" as a most popular fountain beverage. The season for hot drink is now at hand. That you may be prepared to serve your customers with Horlick's Malted Milk, we will be pleased to furnish you with attractive advertising material, etc., all charges prepaid, together with instructions for preparing delicious, "come again" Malted Milk drinks.

Horlick's Malted Milk Co.
RACINE, WISCONSIN.

GILMOUR BROS. & CO.
Sole Agents for Canada
25 St. Peter St. Montreal, P.Q.

FINEST
ESSENTIAL OILS
For Medicinal Purposes
GUARANTEED. B.P. 1898 TEST

BUSH-OTTOS
Perfume Ottos in Concentrated form, 1 per cent. solution makes finest perfumes.
Simply reqires dilution.

OLEO RESINS

FRUIT FLAVORS

FRUIT SYRUPS

Depot for
POTTER & MOORE'S
MITCHAM LAVENDER WATER

W. J. Bush & Co
LIMITED
of London, England
490 ST. PAUL ST. MONTREAL
Toronto Winnipeg Vancouver

The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS'

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

The Leading Line

Beecham's Pills

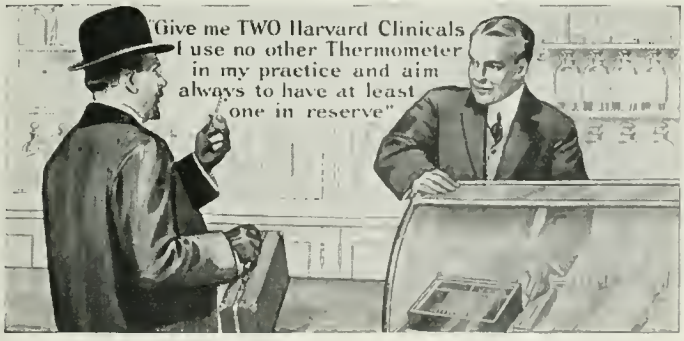
- Notice to the Trade -

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion, and the fact that Beecham's Pills are so well-known and valued by the residents who have come from the British Isles, the demand is rapidly increasing, and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price. The following firms are the Distributing Agents:

All Depots and Branches of the National Drug & Chemical Co. of Canada, Limited.
Messrs Lymans Limited., Montreal.
Messrs Lyman Bros. & Co., Limited, Toronto.
Messrs Martin Bole & Wynne Company, Winnipeg.

WHOLESALE PRICES:

Less than one dozen	$2.30 per dozen	less 5%
One dozen	2.20 " "	
Six dozen	2.10 " "	



HARVARD Clinicals

Insure "Repeat" Orders

All Clinical Thermometers are inherently fragile instruments, and are frequently subject to unavoidable breakage—even in the hands of experts. Certain physicians have told us recently that they break as many as a dozen thermometers in a year.

Think of the possibilities open to you for business, Mr. Dealer, if you carry a line of Clinicals that will command "repeat" orders.

HARVARD CLINICALS we know will do this, because they will please your customers—even to the most exacting physician.

'Tis not guess-work with us. They have pleased just such customers for many years.

They are accurate, reliable and dependable. We guarantee them to remain so while unbroken.

We are talking Clinicals to the physicians also. Be prepared to meet their increased demands.

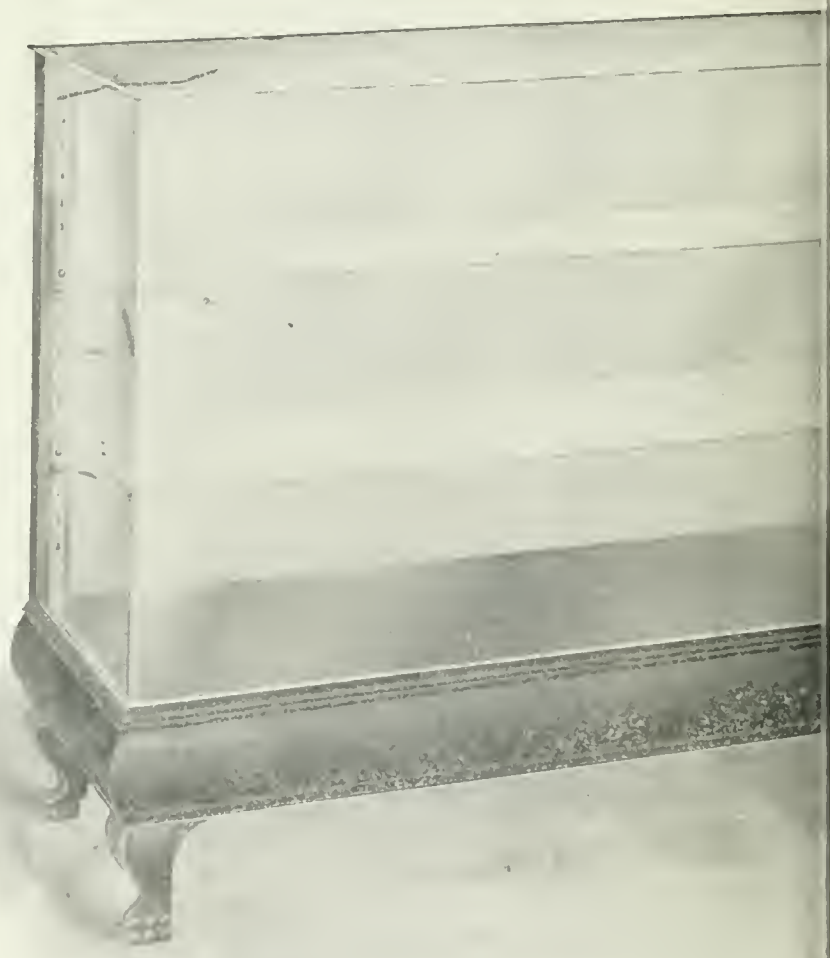
Lay the foundation to-day for a bigger business, by writing for our **Pyretometer Catalog P 11.**

THE RANDALL-FAICHNEY COMPANY

Instrument Makers BOSTON, U. S. A.

SHOW CASES ar

You can Better Afford to get Up-t
Opposition C



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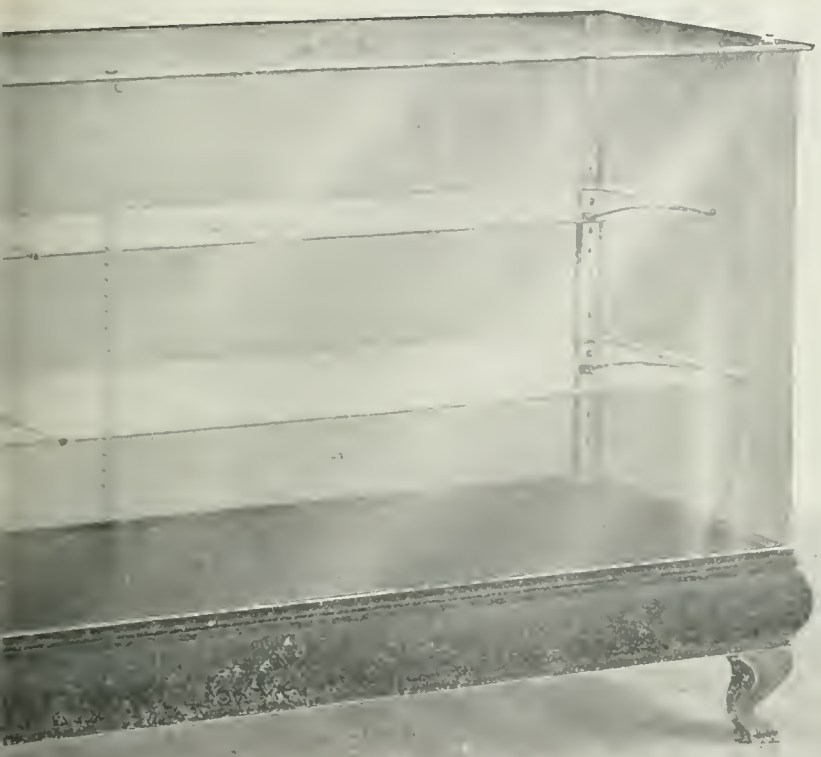
d SHOP FITTINGS

-date Fixtures Now than to let Your t Them First.



(Toronto Show Case Co.)

r of Queen St., East. TORONTO

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

C. F. BOEHRINGER & SOEHNE

MANNHEIM, WALDHOF

MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

FOR SALE

150 Cases Toilet Paper

THREE QUALITIES

Sheets 4 inches wide, 7 inches long

SERRATED EDGES

These goods will be sold very close to clear out the line.

SAMPLE SHEETS ON APPLICATION

THE BRANTFORD BOX CO.

BRANTFORD = = = = ONT.

Retail Druggists

Increase Your Income! Put in a line of the best known **DOG REMEDIES** in America, and command the patronage of the great body of Dog owners and lovers. Sales certain. Write for complete particulars and recommendations of other druggists.

Dr. Cecil French, 55 French Bldg. **Washington, D.C.**

ESTABLISHED 1891

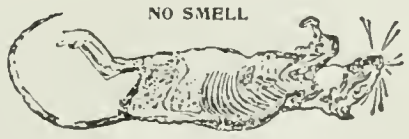
Common Sense

Vermine Exterminators

—TWO KINDS—

NO SMELL

RATS and MICE



Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known Retains its strength for years.

Sold in every Country in the World.

Sold by all Jobbers:

TORONTO ONT. BUFFALO, N.Y. LONDON, ENG.

when the capital is supplied by the proprietor.

Fluctuating Expenses—Besides these fixed charges there are many others that arise from time to time, some seemingly trivial, but all worthy of careful accounting and watching. In fact, where business is planned on a low percentage of profit these incidental expenses may unwittingly increase until they have entirely swept away gain which might have been expected. It is recommended, as has already been suggested, that appropriations be made at the beginning of the year for such expenses, and that these expenses then be regulated so that the year's close will not find the appropriation exceeded.

There will be many leaks stopped if all know that a strict accounting is being kept of every cent expended. Items belonging to this class are light, heat, stationery, labels, stamps, delivery, freight, drayage, advertising, donation, shortage, breakage, failure to charge, and bad accounts, are difficult to estimate, but cannot be ignored; careful management, however, will reduce them to a minimum.

The importance of guarding against unnecessary expense is emphasized by a moment's study of profits. Suppose the sale of $100.00 worth of goods figures out about as follows (and this would be considered an unusually good average for the retail business): First cost 70 per cent.; expense of selling, 20 per cent.; net profit, 10 per cent. It can readily be seen that $5.00 saved in expense is equivalent to the profit on $50.00 worth of goods sold over the counter, and, if the profit per cent. is only 5 per cent., the saving of $5.00 is equal to the profit on $100.00 worth of goods.

Such a viewpoint puts a new light on expense and every clerk should be made to see expenses in this light.

Depreciation—Depreciation is another item which must be counted in the year's expense. Usually 5 per cent. is counted off the value of fixtures and about 10 per cent. from the soda-water apparatus, while it is often necessary to allow for depreciation in sundries. This is based upon the likilihood of entire replacement of fixtures within twenty years, and the buying of a new soda fountain in ten years. It is practically creating a sinking fund, a sound business principle.

Profit—Knowing the first cost of goods sold throughout the year and the expenses incurred, from all sources, to place such goods in the customer's hands, it is not difficult to determine the percentage ratio between cost and expense. Unless there has been added to the "first cost" at least a percentage equal to the percentage of expense, in fixing the selling price, there has been a positive loss for each sale. But a business man cannot be satisfied with only covering expenses; he must make a profit. He must add to his "first cost" the percentage of estimated expense, and then the percentage of profit he desires, and this will give him a properly determined selling price and insures a legitimate profit. I say "legitimate profit," and, a man in business is justified in expecting a fair profit, for it is a sinking fund upon his own life which will probably become incapacitated, on the average, in from 20 to 30 years.

A profit is really figuring depreciation on life, making it possible to retire with some accumulated reserve after a reasonable number of years of activity.

Inventory—This, however laborious it may seem, is necessary for a right adjustment of the various interests of business. The drug business has been slow to recognize this, but right business methods are being introduced in many stores, and its worth is acknowledged. Not only does it insure a correct statement of the condition, but it keeps the stock from stagnating, helping to prevent accumulations which are often deceptively figured amongst the assets.

Figuring Profits—The important factors for determining profit are the inventories at the close of the preceding year, the current inventory, the "first cost" of goods bought during the year, and the total expenses of conducting business during the same period. With these factors determined, the following rule will show gross profit or net profit:

Rule:—First deduct from the year's purchases any increase in the stock or add to the year's purchases any decrease noted by comparing the inventories, thus determining the cost of goods actually sold. Then

The gross profit is obtained by subtracting the cost from the year's sales.

The net profit is obtained by subtracting the expenses of the year from the gross profit.

It may be graphically shown as follows: Let S equal sales of year; C equal cost of goods sold; E equal expense to do business.

Then S minus C equals gross profits, and S minus (C plus E) equals net profits.

You will find it less easy to uproot faults than to choke them by gaining virtues. Do not think of your faults; still less of other's faults; in every person that comes near you look for what is good and strong; honor that; rejoice in it; and, as you can, try to imitate it, and your faults will drop off like dead leaves when their time comes.—Ruskin.

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5 35	5 Gross
¾ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS — DISCOUNT TO THE TRADE 60 PER CENT.

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EXPERT BOTTLE BLOWERS

"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Billousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "Best" use "Electric Beans."

"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

Make Money Selling

the strongest line of the most palatable and effective Lozenges, and well known to the public.

London Hospital Throat Lozenges

(Formulæ of Sir Morrell Mackenzie)

English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per jar 90c.) In lots of 16 jars, $12 80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

English Peppermint Lozenges — Licorice Gum Drops
Ex. Strong Wintergreen Lozenges — Lemon Gum Drops
Pine Tree Tar Gum Drops
English Mint and Licorice Jujubes

Put up in 5c packages.
When ordering from your Jobber be sure to specify Roworth's.
Guaranteed under the Pure Food and Drugs Act. Serial number 1023.

The Roworth Mfg. Co., 85 Maiden Lane, New York

Write for Price List. F. O. B., N.Y. Strictly Pure

These goods can be had from any of your jobbers

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FOR DRUGGIGTS

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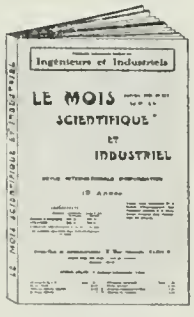

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Every question must be accompanied by 40 cents in stamps, or some other equivalent foreign stamp.

8 Rue Nouvelle, PARIS IX.

SYRUPS DIRECT FROM THE DRUG.*

By C. A. Duncan, P. D.

Fluid extracts and tinctures of organic drugs have been used to a considerable extent in the past for making syrups, and in a great many instances the result has proven unsatisfactory, the produce fermenting or producing a precipitate. The process involved in making this class of syrups is now looked upon as being unscientific and the product pharmaceutically inelegant.

Authors of pharmaceutical papers and investigators in pharmaceutical practice have long been calling our attention to these preparations. Many modified formula and revised processes have been suggested, and in each edition of the Pharmacopoeia we see some change in these syrups.

The investigation of Mr. George M. Beringer into the use of gyleerin as a solvent in extracting the virtues from organic drugs has called the attention of the profession to a possible remedy and has opened the way to a practical and scientific method which in time may replace the present method. The remedy lies in making such syrups direct from the drug by the use of a non-alcoholic menstruum, exhaustion by percolation and dissolving sugar in the percolate.

In a paper read before the New Jersey Pharmaceutical Association in 1909, Messrs. Beringer and Beringer give formula and processes for making syrup of ipecac and syrup of rhubarb in which the drug is directly exhausted with a glycerin and water menstruum, and they report the results entirely satisfactory.

The formula for making syrup of ipecac as given by these gentlemen has been tried, and it has been found that with a slight change in the directions for making we will have a process that will produce an excellent and permanent syrup. The directions given are to percolate the ipecac with a mixture of acetic acid, glycerin and water. It has been found necessary to macerate the drug for at least twenty-four hours, then proceed with percolation to insure exhaustion of the drug. The process has been carried out in this manner, the drug so exhausted has been percolated with 70 per cent. alcohol and the percolate found free from alkaloids. With this change the following is the formula for syrup of ipecac :

Powdered ipecac	70 grams.
Acetic Acid	10 Cc.
Glycerin	100 Cc.
Sugar	750 grams.
Water, a sufficient quantity to make	1000 Cc.

Mix the acetic acid and glycerin with 290 Cc. of water. Moisten the ipecac with a sufficient quantity of this menstruum, pack in a percolator and pour on enough of the menstruum to saturate the drug and leave a stratum above it. When the liquid begins to drop from the percolator, close the lower orifice and allow to macerate 24 hours. Then continue the percolation with water till 600 Cc. of percolate is obtained. To this add the sugar and enough water to make the product measure 1000 Cc. Dissolve the sugar in the liquid by agitation.

Syrup of rhubarb made in this manner by percolating the rhubarb, previously mixed with clean sand, with glycerin and water after allowing to macerate twenty-four hours produces a satisfactory syrup. It was found that when allowed to macerate the amount of extractive was increased.

The direct use of the drug was also tried with aromatic syrup of rhubarb. The suggestion of Dott was used in this case, that syrup is a better solvent for aromatic drugs than water alone. The following is submitted :

Rhubarb (No. 20 powder)	30 grams.
Saigon cinnamon (No. 40 powd.)	6 grams.
Cloves (No. 40 powder)	6 grams.
Myristica (No. 40 powder)	3 grams.
Potassium carbonate	1 gram.
Glycerin	100 Cc.
Sugar	800 grams.
Water, a sufficient quantity to make	1000 Cc.

Mix the glycerin with 400 Cc. of water. Mix the powdered drugs and moisten with a sufficient quantity of the menstruum in which 100 grams of sugar has previously been dissolved, pack in a percolator and pour on enough menstruum to saturate the powder and leave a layer above it. When the liquid begins to drop from the percolator, close the lower orifice and allow to macerate twenty-four hours. Then allow the percolation to proceed, pouring on first the remainder of the menstruum and then sufficient water until 600 Cc. of percolate is obtained. To this add the potassium carbonate, sugar and enough water to make the product measure 1000 Cc. Dissolve the sugar with heat and strain.

*From paper at Meeting of A. Ph. A.

"TABLOID" BISMUTH GAUZE.

In addition to the cartons containing six one yard strips of "Tabloid" Bismuth Gauze of various widths, Messrs. Burroughs, Wellcome & Co. have put on the market a new size, 36 inches by three yards. This is issued in packets each containing one sheet, sterilised or unsterilised, compressed into a convenient size, and will find favor with physicians who find sheet gauzes handier than ribbon gauzes.

The unquestionable advantages which "Tabloid" Bismuth Gauzes possesses over iodoform gauze as an antiseptic and deodorant dressing

COWAN'S

LIQ. AMMON. FORT.

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Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
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CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Look!

Every mail brings us letters enclosing cash for one or more bottles of **Dr. Marshall's Catarrh Snuff**, the writer stating that his druggist does not keep it in stock. **You ought to get this money and make the profit. Order it in cartons and display it.**

ORDER from your jobber NOW.

1 doz. Cartons, $2.10 ½ doz. Cartons, $1.05 5 PER CENT OFF

These advertisements appear in the Canadian papers to bring you trade.

C. H. KEITH, Manufacturer, Cleveland, Ohio
THOMAS GIBBARD, 30 St. Francois Xavier St., MONTREAL

CONTINUOUS AND WIDESPREAD ADVERTISING backed by sound consistent quality have made Tuckett's Cigarettes the first choice of Canadian smokers. Tuckett trade is stable. It increases year by year. Last year (1911) sales reached the record mark of 55 million. What proportion of these sales were yours? Cash in on the Tuckett reputation by selling the Tuckett line.

TUCKETT'S CIGARETTES

In Three Varieties—Retail Prices Quoted.
Club Virginias, 15c for 10
Special Turkish, 15c for 10
T & B, 10c for 10

STAR SEAMLESS Water Bottles

TRIM YOUR WINDOW WITH THE
"Ever Ready Window Display"
Sent free with your Star Water Bottle order.

VENO-STAR WATER BOTTLES are the only strictly seemless ones made. Moulded in one piece—Made of the best obtainable grade of Para Rubber—They are full capacity and fully guaranteed.

Ask Your Jobber or Write us Regarding our Special Offer.

THE STAR RUBBER COMPANY
170 Sweitzer Ave. AKRON, OHIO

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medcines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

have been recognized by the medical profession, and it is being widely used in place of the latter dressing. The obvious disadvantages of the use of iodoform gauze—its penetrating odor, difficulty of storage and the danger of systemic poisoning attendant on its employment—have already tended to limit its use, and the discovery of "Tabloid" Bismuth Gauze, free from the defec of iodoform gauze, but retaining all its valuable characteristics, seems likely to depose iodoform gauze from the unique position which, despite its failings, it has hitherto held in the esteem of medical men.

PHARMACEUTICAL WINDOW DISPLAYS.*

By Otto Raubenheimer.

For the pharmacist, who is somewhat ingenious and practical, there are several ways of making window displays of a strictly pharmaceutical character. The various pharmaceutical processes can be utilized :

Filtration.—This simple process can be made quite an attraction if carried on in the show window. Water colored blue with a little ultramarine can be filtered clear and is a strange phenomenon to the average public. And still more so is the coloration of water tinted with an aniline dye and filtered through kaolin.

Continuous filtration, or one lasting quite a long time, can be easily arranged by an inverted large bottle, e.g., a five-gallon bottle over a large filter. To prevent any splashing the bottle should be fitted with a stopper and one or two pieces of glass tubing.

Percolation, especially if a bottle containing the colorless menstruum is inverted over the percolator, has proved quite an attraction in my window. The highly colored percolate, dropping at regular intervals, arouses the curiosity of the public.

Distillation.—The process carried on in the show window will give the pharmacy a professional and scientific look. A Remington still can be used for the distillation of water and also for the recovery of alcohol from the marc left after percolation. If a glass retort is used, the difference between the colored liquid to be distilled and the colorless distillate will be a mystery to the average public.

I have found an upright or reflex condenser attached to a large flask quite an attraction. This method of distillation has the great advantage of taking care of itself without any constant watching.

Precipitation.—This process can be utilized in the manufacture of milk of magnesia by filtering the solution of magnesium sulphate into the solution of sodium hydroxide contained in a large and tall bottle. The magnesium solution being heavier in gravity sinks to the bottom, forming magnesium hydroxide on its way.

Washing, decanting and siphoning can be demonstrated in the manufacture of the same preparation.

GLASSWARE AND APPARATUS IN THE SHOW WINDOW.

Laboratory ware displayed in the show window is one of the best attractions. The variety is so large that there is no trouble in making a selection. I mention the following : Funnels and percolators displayed on stands, percolator jars, tincture press, drug mill and sieves, water-bath, and evaporating dishes of glass and porcelain, precipitating jar, stirring rods, etc.

Chemical glassware makes a still more scientific display, a display which gives the public the impression that this pharmacist belongs to a higher class. The following can be displayed to great advantage : Retorts, condenser and receiver different styles of flasks, including volumetric flasks, pipettes, and burettes with stand, wash bottle, drying jar, beakers, test tubes on the rack, hydrometers in jar, specific gravity bottle, and even the blowpipe.

Prescription utensils constitute a very appropriate window display which will impress the laity and also the medical profession, and which will thus help to increase the prescription business. The following might be displayed : Different sizes of mortars and pestles of Wedgewood, porcelain, and glass, graduates holding from minims to a quart, even a prescription balance, pill machine, porcelain tile, tablet and tablet triturate machines, suppository machine and molds, infusion jar, spatulas, an assortment of pill and powder boxes, different sizes of ointment and other jars, and a row of prescription bottles, holding from one drachm up to a pint or quart.

A LITERARY DISPLAY.

Prescription books and files, especially if you have an old-established pharmacy, always make an interesting window display. At the same time a sign may state the number of prescriptions compounded during a month or year or during the entire existence of the store.

While on the subject of books I will also mention a literary display, for example, some of the pharmaceutical journals which I read, or some of the books on pharmacy, chemistry, botany, materia medica, etc., in my library ; or some of the Pharmacopoeias and Formularies I am acquainted with.

Such a display, especially if it includes some foreign journals and books, will undoubtedly raise you in the opinion of the public above the level of the ordinary druggist. Along the same

*Read before the Section on Commercial Interests of the A.Ph.A. in Boston.

line it is well to occasionally make a window display of your college diplomas, your licenses, and your certificates of membership in different pharmaceutical associations. An odd display of that sort will interest the public and will benefit your business without any doubt.

MEDICINAL PLANTS.

One of the most interesting displays is one of living plants in the show window. It is not necessary to be an expert botanist to go out into the fields, or even in the city limits, to gather a great many medicinal plants. The writer has done so on numerous occasions. I mention the display of digitalis in bloom, together with historical facts, from its introduction into medicine as a diuretic by the English physician, leading up to the discovery of its glucosides and the application of biological standardization.

A blooming larkspur plant, Delphinium Consolida, with its blue dolphin-shaped flowers, whence its name, has proved quite an attraction. Furthermore, it has greatly helped the sale of tincture of larkspur.

Conium, the poison or spotted hemlock with a bit of its history as being used by old Greeks to execute their criminals, and as being the plant from which the drink was prepared to poison Socrates, has proved an interesting window display. A jar of poisonous conium seed next to a jar of harmless anise seed, together with a proper explanation of the danger of confusion, will have the beneficial effect that the laity will patronize the educated pharmacist in whom they have confidence.

CRUDE DRUGS.

Drug Display.—Above all a druggist or pharmacist should occasionally make a display of drugs, including drugs in their crude state, in his show windows. Flowers, herbs, barks, roots, seeds, etc., displayed in boxes and jars, of course properly labelled, make an interesting as well as an educational window display. If neatly written or printed signs with further explanation and a bit of history accompany this display, it will arouse still more attention.

I might also call your attention to the fact that at least one pharmaceutical manufacturing house in connection with its assayed preparations has placed in the hands of the pharmacists a set of drugs in glass-stoppered bottles with neat celluloid labels giving synonyms, definition, habitat, history, etc.

Besides these, the pharmacist should make window displays of vanilla beans in jars, or rhubarb in the root or in fingers, cubes and powder, of boxes of chamomile flowers, of tins of insect powder, or bars and pieces of Castile Soap, sticks of extract of licorice. During the Hudson-Fulton celebration in New York City (August 25 to October 3, 1909) I made a cinchona window display which was also exhibited at the October pharmaceutical meeting of the Philadelphia College of Pharmacy. This pharmaceutical window display is described in the American Journal of Pharmacy, of November, 1909, pp. 534-536, and was even abstracted in the Mitth.eilungen zur Geschichte der Medizin und der Naturwissenschaften, Bd. ix, Heft 3, p. 325, published by Leopold Voss, Hamburg. I could continue to enumerate displays of chemicals, indicating that you keep a full stock of same, of various preparations, of specialties, and of seasonable articles, but too much time has already been occupied.

CHEMICALS OF HISTORICAL INTEREST.

Before closing, however, I want to call your attention to two facts, namely:

1. Historical knowledge as to the origin of drugs, the etymology of their names and their history, is of great benefit in the practice of pharmacy and also in pharmaceutical window displays. Such a simple display as sulphur, Rochelle salt, and cream of tartar lozenges can be made highly interesting and educational by displaying at the same time jars of these chemicals together with placards of their history.

2. Dollars and Cents in Window Displays.—From a pecuniary standpoint these displays should also be profitable. In this age of commercialism even the pharmaceutical window displays have to produce hard cash. That such can be done I have fully demonstrated to my own satisfaction. The display just mentioned of sulphur, rochelle salt, and cream of tartar lozenges greatly interested the laity, who willingly and rapidly bought these at 10 cents per box, while my nearest competitor offered sulphur and cream of tartar lozenges at 5 cents a box.

Through the display of chemical glassware the students of the high schools bought their flasks, glass and rubber tubing, and also chemicals at my store, and also remembered me when their families were in need of any drugs, prescriptions, etc.

The display of the flowering larkspur plant, together with jars of the whole and ground seed and the finished tincture, has greatly helped the sale of the drug as well as the preparation. A neat show card in your window announcing that you keep a complete line of chemicals and reagents will bring to your store students, amateur and professional photographers, and physicians for their supplies and other goods.

The subject of window displays is most certainly an important one. In fact, one of our bright pharmaceutical editors has even written a book on "Window Displays for Druggists," of which two editions have so far been published.

"NOBILITY LINE"

Price Protected Rubber Goods

DRUG CLERK'S ATTENTION

Work with your employer and help along the price restriction line and be rewarded accordingly.

We offer for competition special prizes (see below) to the drug clerks of Canada selling the largest number of Nobility Line Hot Water Bottles, **the competition beginning January 1st, 1912, and closing May 31st, 1912, inclusive.** The Nobility Line consists of the Empress Hot Water Bottle, 2 qt., retail price $3.00 the Princess, 2 qts., retail $2.50, 3 qt. $2.75 ; the Baroness, 2 qt. retail $2.00, 3 qt. $2.25 ; Duchess, 2 qt. $2.00, 3 qt. $2.25 ; Countess, 2 qt. $1.50, 3 qt. $1.75 ; Marchioness, 2 qt. $1.50, 3 qt. $1.75.

Remember all these Hot Water Bottles are price restrictive. Each individual sale of the Empress or Princess bottles will register as two bottles, while the Baroness, Duchess, Marchioness and Countess register as one each only. The drug clerk in the small town has the same opportunity as the one in the large city as the selling opportunity will be governed accordingly, namely. Ten bottles sold in towns of less than 3500 will be equal to 15 in towns from 3500 to 10,000 and equal to 20 in towns from 10,000 to 25,000 and 25 in cities above that population.

Send in your list at the end of each month to "NOBILITY" Dixon-Wilson, Limited, Toronto. See that your list is correct and signed by your employer.

PRIZES :

To the Drug Clerk selling the largest number of Nobility Hot Water Bottles—									**$100.00**	**Cash.**
"	"	"	sec.	"	"		"	"	**50.00**	"
"	"	"	third	"	"		"	"	**25.00**	"
"	"	"	"	"	Princess	"	"	only	**15.00**	"
"	"	"	"	"	Empress	"	"	"	**10.00**	"

See that your Employer has signed the Contract

Dixon-Wilson Limited, 66 Spadina Ave.

Phone Adelaide 1492 **Toronto**

Robert Gibson & Sons, Limited

Medicated Lozenge Manufacturers

Carlton Works, Hulme, Manchester

London Warehouse: New Zealand Ave., Barbican, E.C.

New York Warehouse: 342 West Fourteenth Street

GIBSON'S

Cream Toffee

The most exquisite sweetmeat and popular Candy ever introduced. The sale of this candy is going up by leaps and bounds wherever it has been introduced, and is undoubtedly one of the most successful selling lines in the Trade.

GIBSON'S

Cream Toffee

This popular Candy is put up in 5 lb. capsuled bottles, making an attractive show on the counter or shelves. Those chemists who have not tried them will do well to purchase from their wholesale dealers. Every wholesale Drug House keeps them in stock.

Gibson's whole line of Fruit Tablets and Medicated Lozenges are so well known and have gained so high a reputation in every English speaking country of the world, that little more can be said on them than is already known, but the cry must be, still they come.

I trust that my suggestions for pharmaceutical window displays will be somewhat considered and will have the desired effect, namely, that more displays will be made pertaining to pharmacy, displays that will gain the confidence of the public and the physicians, displays that will be a credit to the profession of pharmacy.

NATIONAL FORMULARLY.

The following is the third instalment of some of the new formulas that have been suggested for inclusion in the forthcoming edition of the National Formulary. The Committee is desirous of having them thoroughly tried by pharmacists in different sections of the country, so as to avoid as much as possible, unfavorable comment after the final publication of the book. Comments and criticisms, based on practical experiences, will be welcome, All communications should be addressed to the Chairman of the Committee, Prof. C. Lewis Diehl, 932 Cherokee Road, Louisville, Ky., who will submit the comments to the Sub-Committee having the matter in charge.

MISTURA FERRI SALICYLATA.

Salicylated Mixture of Iron. Cohen's Salicylated Iron Mixture.

Sodium Salicylate	125. Gm.
Tincture of Ferric Chloride	125. Cc.
Ammonium Carbonate	6.5 Gm.
Citric Acid	14 Gm.
Oil of Betula	4. Cc.
Glycerin	175. Cc.
Distilled water, a sufficient quantity to make	1000. Cc.

Dissolve the citric acid in 200 Cc. distilled water, add the ammonium carbonate and then dissolve the Sodium Salicylate in this solution, add the tincture of ferric chloride, glycerin and the Oil of Betula, mix and then add sufficient distilled water to make 1000 Cc. and filter.

GARGARISMA GUAIACI COMPOSITA.

Compound Gargle of Guaiac. Cohen's Guaiac Gargle.

Ammoniated Tincture of Guaiac	100 Cc.
Compound Tincture of Cinchona	100 Cc.
Clarified Honey	200 Cc.
Potassium Chlorate	40 Gm.
Oil of Peppermint	2 Cc.
Distilled water, a sufficient quantity to make	1000 Cc.

Place the Clarified Honey in a bottle graduated to 1000 Cc., then gradually add the mixture of the Oil of Peppermint and the Tinctures, shaking after each addition. Then add in divided portions with continuous shaking the solution of the Potassium Chlorate in 500 Cc. of warm distilled water, then add sufficient distilled water to make the mixture measure 1000 Cc.

NEBULA AROMATICA.

Cohen's Aromatic Oil Spray. Aromatol.

Phenol	.2 Gm.
Menthol	.2 Gm.
Thymol	.1 Gm.
Camphor	.3 Gm.
Benzoic Acid	.3 Gm.
Eucalyptol	.2 Cc.
Oil of Cinnamon	.2 Cc.
Oil of Cloves	.2 Cc.
Oil of Betula	.5 Cc.
Liquid Petrolatum, a sufficient quantity to make	100 Cc.

Dissolve the aromatic in the Liquid Petrolatum and filter.

NEBULA EUCALYPTOLIS.

Eucalyptol Spray.

Eucalyptol	.5 Cc.
Liquid Petrolatum	95 Cc.

Mix them.

NEBULA MENTHOLIS.

Menthol Spray.

Menthol	2 Gm.
Liquid Petrolatum, a sufficient quantity to make	100 Cc.

Dissolve the Menthol in the Liquid Petrolatum by agitation in a stoppered bottle.

NEBULA MENTHOLIS COMPOSITA.

Compound Menthol Spray.

Menthol	1. Gm.
Camphor	1. Gm.
Oil of Betula	.5 Cc.
Eucalyptol	.2 Cc.
Oil of Cinnamon	.2 Cc.
Liquid Petrolatum, a sufficient quantity to make	100 Cc.

Agitate the ingredients in a stoppered bottle until solution is obtained, then filter if necessary.

NEBULA THYMOLIS.

Thymol Spray.

Thymol	1 Gm.
Liquid Petrolatum, a sufficient quantity to make	100 Cc.

Mix them.

INUNCTUM MENTHOLIS.

Menthol Inunction.

Menthol	5 Gm.
Hydrous Wool Fat	95 Gm.

Rub the Menthol with a portion of the Hydrous Wool Fat till a perfectly smooth mixture is obtained, then add the remainder and incorporate thoroughly.

INUNCTUM MENTHOLIS COMPOSITUM

Compound Menthol Inunction.

Menthol	5 Gm.
Methyl Salicylate	10 Gm.
Wool Fat	85 Gm.

Dissolve the Menthol in the Methyl Salicylate and thoroughly incorporate the mixture with the Wool Fat.

Compound Menthol Inunction should be kept in collapsible metal tubes, well sealed or in small tightly stoppered wide mouth bottles.

PASTA RESORCINOLIS PORTIOR LASSAR.

Lassar's Stronger Resorcin Paste.

Resorcinol	20 Gm.
Zinc Oxide	20 Gm.
Starch	20 Gm.
Liquid Petrolatum	40 Gm.

Thoroughly triturate the Zinc Oxide with sufficient of the Liquid Petrolatum to make a thin smooth paste. Reduce the Resorcin to a very fine powder, mix it with the starch and add the mixture to the Zinc Oxide paste and triturate till a uniform smooth mixture is obtained, gradually adding the remainder of the Liquid Petrolatum and thoroughly incorporating the mixture.

MEL ROLROSAE CUM BORACIS

Honey of Rose With Borax.

Borax in fine powder	10 Gm.
Glycerin	5 Gm.
Honey of Rose	85 Gm.

Mix the Borax with the Glycerin, then add the Honey of Rose and stir till dissolved.

MEL SODII BORATIS.

Mel. Boracis. Honey and Borax.

Borax, in fine powder	10 Gm.
Glycerin	5 Gm.
Clarified Honey	85 Gm.

Mix the Borax with the Glycerin, then add the Honey and stir till dissolved.

CASSEL'S PUBLICATIONS.

"Cassell's Magazine" for December (The Christmas number) is brimful of good things for holiday reading and the color plates are excellent.

It would be difficult to find a choicer selection of articles appropriate to the season than those in this issue.

"The Quiver" as usual, is full of interesting, healthy reading, and is an acknowledged favorite as a religious magazine, and for general reading in the home circle.

"The New Magazine." Two of the leading stories in the December issue are, "The Hooded Vengeance," and "Her Husband's Secret," both complete in this number. Other stories by favorite authors are also to be found in this Xmas number.

Cassell Co., Ltd., La Belle Sauvage, London, E. C., and 12 Adelaide St., W., Toronto, Ontario.

Don't be afraid to place confidence in your employer. His interests are often yours.

Formulary

GREASE PAINTS.

A good basis for grease paints for theatrical purposes, for eye-brow pencils, and for stick cosmetics may be made according to the following formula :

Ceresin	av.oz. 3
Petrolatum	av.oz. 4
Wool-fat	av.oz. 4
White wax	av.oz. 6
Olive oil	av.oz. 12

Melt the white wax and the ceresin together, add the petrolatum and wool-fat, and when all are melted, incorporate the oil. The coloring substance should be triturated uniformly and to the desired color with a sufficiency of powdered talcum, after which this is incorporated with the fatty mixture. The whole is then to be cast into suitable molds.

The coloring substance used depends on the color desired. The following are used : Zinc oxid, sienna, umber, carmine, rhodamin, eosin, animal charcoal, lampblack and many of the anilines.

ROUGE PALETTES.

For rouge palettes use the following :

Carmine	9 parts
French chalk	50 parts

Rub together with 10 parts of almond oil and add sufficient mucilage of tragacanth to make the mass adhere to the porcelain palate.

LIQUID ROUGE.

Carmine	1 part
Stronger ammonia water	1 part
Attar of rose	4 parts
Rose water	125 parts

Mix. Any other odor may be used in place of rose, violet (ionone), for instance, or heliotrope, A cheaper preparation may be made by substituting eosin for the carmine, as follows :

Eosin	1 part
Distilled water	20 parts
Glycerin	5 parts
Cologne water	75 parts
Alcohol	100 parts

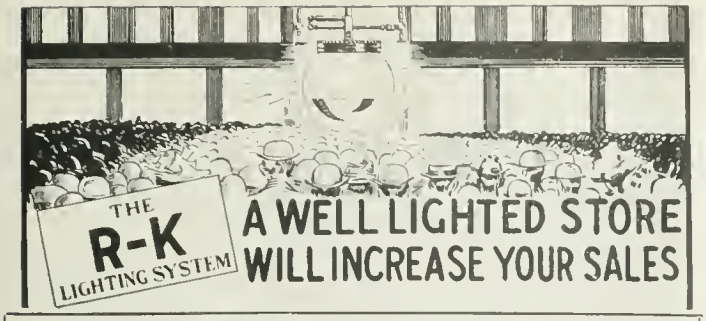
Mis.

ROUGE FOR THE FACE.

Zinc oxide	2½ ounces
Bismuth subnitrate	2½ aunces
Aluminum plumbate	2½ ounces
Eosin	1 drachm
Essence bouquet	2 drachms
Camphor	6 drachms
Oil of peppermint	20 minims

Almond oil, sufficient.

Dissolve the eosin in the essence bouquet and



Do You Know ?

That people are attracted to a well-lighted store, and that consciously or unconsciously they avoid a poorly lighted one. You can make your store attractive, bright and inviting by using an R-K Lighting System. It can be installed anywhere—burns same as city gas—always ready to light. You own your own gas plant, pay less for your light, and get more than ever before. Thousands in daily use.

Get dissatisfied with your light. Ask yourself, "Is my light as good as daylight?" If not, write to-day for booklet "D." A postal will bring it.

"Good Light Costs No More Than Poor Light!"

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is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

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Specially Suitable for the Canadian Climate

BEETHAM'S

La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Frost, Cold Winds and Hard Water, and prevents Roughness, Redness, Irritation, Chaps, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. It Will Keep the Skin in a Perfect condition during the coldest winter

It is a Perfect Protection to the Skin during All Winter Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England
(Through Any of the Wholesale Houses)

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renowned all over the world for 45 years, in any packing and of any grain at reasonable prices.

Just as reliable as the French Brands

INHALERS always ready for use, to be carried in the pocket.

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JULIUS RUEFF

PFUNGSTADT (Hessen) GERMANY
ESTABLISHED 1867

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REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
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$20.00 lots less 5 p.c. trade discount
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ALWAYS CURE

BLAIR'S GOUT PILLS

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For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1.00 per box.

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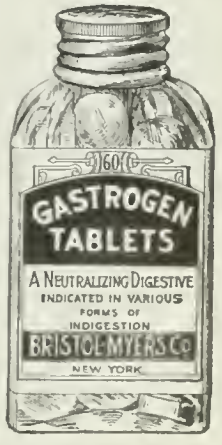

mix with the camphor and oil of peppermint ; add the powders and make into a paste of the desired consistency with the almond oil.

For a dry rouge first prepare a base of 4 drachms of cornstarch and 6 drachms of powdered white talcum. To color dissolve 10 grains of carminolin No. 1 in 4 drachms of water ; mix this quantity intimately with six drachms of the base and dry. The product may be powdered or put into tablet form by mixing with a little syrup and drying.

COLOGNE TOILET VINEGAR.

Oil Bergamot	40 oz.
Oil lemon	20 oz.
Oil Neroli Synthetic	10 oz.
Oil Lavender, Mitcham	5 oz.
Oil White Thyme	5 oz.
Oil Petit Grain	2 oz.
Citral	½ oz.
Acetic ether	20 oz.
Acetic acid, U.S.P.	30 oz.
Distilled Water	100 oz.
Alcohol	2900 oz.

Mix, age, and filter.

EFFERVESCENT BATH POWDERS.

A powder for an effervescent "carbonic acid bath" may be prepared according to the following formula :

Tartaric acid	10 parts
Sodium bicarbonate	9 parts
Rice flour	6 parts

The powdered ingredients must, of course, be dry. The mixture may be compressed into tablets, for which purpose they must be first moistened with alcohol. Various perfumes may be added, the two following being particularly fragrant :

1.—Oil of lavender	4 drachms
Oil of rosemary	4 drachms
Oil of bergamot	1 ounce
Oil of lemon	2 ounces
Oil of clove	30 minims
2.—Oil of neroli	6 drachms
Oil of rosemary	3 drachms
Oil of bergamot	3 drachms
Oil of cedrat	7 drachms
Oil of orange peel	7 drachms

Use about a fluid drachm of one of these to a pound of the powder.

The following from The Suddeutsche Apotheker Zeitung was published recently in the National Druggist. It is said to make a very fragrant mixture :

Sodium bicarbonate	85.0 parts
Tartaric acid	71.0 parts
Corn starch	113.0 parts
Oil of lemon	0.9 part
Oil of Iris	0.3 part
Oil of cananga	0.3 part

Mix intimately.

CAMPHORATED JELLY.

A camphorated jelly suitable for use in collapsible tubes may be made as follows :

Spirit Camphor	1 oz.
Acid boric	1 oz.
Gelatin	½ oz.
Glycerin	8 ozs.
Water	8 ozs.

Let the gelatin soak in the water until soft. Apply heat until half a pint remains, then add the spirit of camphor followed by the glycerin in which the boric acid has been previously dissolved.

LILAC TOILET WATER.

The following was given by W.L. Scoville some time ago :

Oil Bergamot	1½ ozs.
Oil Lemon	6 drs.
Terpinol	4 drs.
Oil orange	2 drs.
Oil rosemary	2 drs.
Tincture Benzoin	2 ozs.
Water	12 ozs.
Alcohol, to make	1 gal.

Dissolve the oils and tinture in seven pints of alcohol, gradually add the water, and filter. —(Bull. Phar.)

SKIN CREAM FOR COLLAPSIBLE TUBES.

White vaseline	6 ounces
White wax	1 ounce
Spermaceti	5 drachms
Subchloride bismuth	6 drachms
Attar of rose	6 minims
Oil of bitter almonds	1 minim
Rectified Spirit	½ ounce

Melt the vaseline, wax, and spermaceti together, and while cooling, incorporate the subchloride of bismuth (in warm water). Dissolve the oils in the alcohol, and add to the fatty mixture, stirring all until uniform and cold. In cold weather the quantities of wax and spermaceti may be reduced.

PERFUMED AMMONIA WATER.

1.—Stronger ammonia water	6 ozs.
Lavender water	1 oz.
Soft soap	10 grs.
Water, sufficient to make	16 ozs.
2.—Soft soap	1 oz.
Borax	2 drms.
Cologne water	½ oz.
Stronger ammonia water	5½ ozs.
Water, sufficient to make	12 ozs.

Rub up the soap and borax with a portion of the water until they are dissolved, strain and add the other ingredients. In place of the lavender and cologne waters other perfumes may be used.—(Nat. Drug.)

Make Your Store a Well People's Store

Your territory is full of sound, healthy people who perhaps never have occasion to enter your store for medicines. There's a way to get those people in.

Make your place of business their rendezvous—put in a "Liquid Iceless" Soda Fountain, a Hot Soda Outfit, and a Luncheonette equipment.

Don't depend upon sickness to make your business pay. Get after the well people. If your present space will not permit the installation of a soda fountain and service tables, rent part of the store next door or the floor above. There's a golden opportunity awaiting you.

Many Canadian Druggists are doing this, and making a tremendous success of the business.

The Gordon-Mitchell Drug Co. Ltd. has five stores in Winnipeg. Four of them are fitted up with "Liquid Iceless" Soda Fountains and Hot Soda Outfits. They intend to equip the fifth in like manner at an early date. They serve hot bouillon, hot soups and other cold weather beverages; also all kinds of sandwiches made in their own kitchen from their home-made bread.

"Liquid" Soda Fountain in Gordon Mitchell's Portage Ave. Drug Store, Winnipeg.

Direct and Indirect Profits

Mr. Gordon is very enthusiastic about the success of the plan. Five years ago his community practically knew nothing about soda water and a few people who THOUGHT they knew all about it were strongly prejudiced against it.

Today nearly everybody in Winnipeg "has the habit," and with the booming of the soda water trade the entire drug business has grown wonderfully.

Mr. Gordon writes in part as follows:

> "The fountains which we obtained from The Liquid Carbonic Company, have given us thorough satisfaction and probably added in no small way to the business we have had.
>
> "We have got a great amount of advertising by it, which has helped us indirectly in other parts of our business"

In one of their stores they have installed a tea room on the floor above the soda grill. Here they serve tea, bread and butter, and cake, as well as fountain drinks. This, too, is a pronounced success.

Do a Big Business All The Year Round

While winter weather may slightly lessen the sale of cold drink, there are thousands of people who enjoy them in any weather. As Mr. Gordon says, "The long winter which has generally been considered a drawback to the business, does not seem to make much difference, and we find that people will drink cold drinks here in winter the same as in summer."

Winter is the time for your hot soda. Equipment for this business is surprisingly cheap. Complete outfits can be had for $14.00 and $19.00.

Hot Sodas and Luncheonettes Pay Well

Druggists in the States are rapidly branching out. They are adding the luncheonette feature to their hot and cold soda business and it pays them remarkably well.

Boyson's Drug Store, Cedar Rapids, Iowa, has a hot soda and luncheonette department. Here's what they say about it :

"During the season of 1910, we found our hot soda and luncheonette department was so popoular that we could not discontinue serving during the warm months."

Doubled Their Business

"In 1908 our total business was less than $7,000. In 1909 our first practical hot soda and luncheon department brought the year's sales close to $14,000. In 1910 we passed $20,000, and unbelievable as it may seem, nevertheless at the present time we are averaging so close to $40,000 that we may go better than that."

Chicago Plant of The Liquid Carbonic Company

Largest Soda Fountain Factory in the World

Where Bigness Counts----for You

As the largest soda fountain house in the world—and the only one that builds every part of every fountain and every carbonator direct from raw materials—our manufacturing costs are the lowest of all.

And as the largest buyers of marble, onyx, hardwoods, etc.,in the business, our raw material costs are much lower than others pay.

What our bigness saves to us we pass along to you in the bigger dollar's worth for every dollar we charge. That is why we can place a complete equipment in your store, duty paid, cheaper than you can buy it in Canada.

Your Own Price

You decide how much money you ought to invest, and we build you a fountain at that price, whether you decide to invest only two or three hundred dollars, or several thousand.

And whatever the price, we positively give you **more for your money** than any other house in the world can give.

Furthermore, when you buy a "Liquid" equipment—Fountain, Carbonator, Hot Soda Outfit,etc., you have back of you the largest and best equipment house in the world, whose business it is to increase your business.

Order now—begin paying in the spring. Fill out the coupon, attach your letter head or business card, and mail to nearest branch.

The Liquid Carbonic Company

General Offices and Works : Chicago, U.S.A.
Branches handling Canadian business : New York, Boston, Pittsburg, Detroit, Chicago, and Minneapolis.

The Liquid Carbonic Co'y

Please send information about Soda Fountains, Hot Soda Outfits and Steam Tables.

Can. Drug., Jan., '12.

Name .....

P.O. .....Province.....

Canadian Druggist, Jan., 1912.

1838 LYMAN'S 1912

Sundries For Import

We would call the attention of the RETAIL DRUG TRADE that our Mr. H. Rosser and Mr. Geo. Evans will call on you in the early part of the New Year with a complete line of samples, comprising

Toilet Cases and Manicure Sets, Perfumery, Brushes, Combs, Mirrors, Etc.

Also a full line of SUNDRIES for immediate delivery

It will pay you to wait and view our samples. All orders receive our careful attention.

We thank all our patrons and friends for favors shown us during 1911 and wish all a Bright and Prosperous New Year.

LIGHT Cough

DARK Cough

MENTHOL Cough

WILD CHERRY Cough

HONEY MENTHOL and EUCALYPTUS Cough

Contain 20 lbs.

Price $2.80 Tin

Decorated Hinged Top Tins

The Lyman Bros. & Co. Limited

Toronto, - - - Ontario

Trade Notes

ALBERTA.

H. Currie has opened a drug store at Drumheller, Alta.

S. J. R. Atkinson has opened a drug store at Regina, Sask.

J. W. Johnston has commenced a drug business at Calgary, Alta.

Dr. Oliver has opened a new drug store at Athabasca Landing, Alta.

Jackson & Cope, druggists at Lethbridge, Alta., have dissolved partnership.

S. Bissett, recently of Edmonton, Alta., has taken over a half interest in the Red Cross Pharmacy, Begreville, Alta.

BRITISH COLUMBIA.

F. Abbey has started a new drug business at Kaslo, B.C.

J. M. Adams has opened a drug store at Telkwa, B.C.

Dr. Effner has opened a new drug business at Molson, B.C.

MANITOBA.

Dr. R. Blanchard has purchased the general drug business of Dr. W. Pirt, Griswold, Man.

F. A. St. John has taken over the drug business of St. John & Common, Bradwardine, Man.

H. A. Patterson has taken over the drug and stationery business of Dr. R. T. Rutherford, Strathclair, Man.

ONTARIO.

J. A. Wallace, druggist of Brantford, died recently.

H. R. Bingham, druggist at Hastings, Ont., died on November 17th.

The assets of J. W. Gaudette, of St. Anne de Beaupre, have been sold.

Dr. W. S. Millyard, druggist at Victoria Road, Ont., has sold his business.

J. A. Craig, druggist of North Gower, Ont., suffered a loss by fire recently.

C. J. Ready, druggist, has disposed of his branch store at Springfield, Ont.

W. J. Leonard has succeeded A. J. Bourchier in the drug business at Plattsville, Ont.

B. M. Sargent has taken over the drug business of Dr. J. Grant, Victoria Road, Ont.

Neville Bros., druggists at Fort William, Ont., have opened their branch store in that city.

W. J. Gilpin, druggist of Scotland, Ont., formerly of Toronto, was found dead November 22.

W. B. Rutledge, druggist, has purchased the business of W. T. Pearce, at Dundas St., Toronto.

Tamblyns, Limited, have started another branch store in Toronto, corner of Lansdowne and Bloor streets, making seven stores of this company.

QUEBEC.

Dr. N. W. Aumont, druggist of Montreal, is dead.

The Dr. A. W. Chase Medicine Co. has registered as doing business in Montreal, Que.

The owners of the Pharmacie La Luque, La Luque, Que., have dissolved partnership.

SASKATCHEWAN.

C. H. Wellson has opened a drug store at Melville, Sask.

D. H. Anderson has opened a drug store at Regina, Sask.

Miss Woodhull has opened a drug business at Simpson, Sask.

A. Logan has purchased the Red Cross Drug Co., Yorkton, Sask.

F. J. Williams, druggist at Buchanan, Sask., has moved to Margo, Sask.

W. N. Duff has purchased the drug business of F. J. Williams, Humboldt, Sask.

Heming & McGregor, druggists at Pelly Siding, Sask., have dissolved partnership

It is reported that E. Smith has taken over the Williams Drug Store, Humboldt, Sask.

Ellis & Carruthers, druggists at Lashburn, Sask., have dissolved partnership, Mr. H. A. Ellis continuing the business.

OBITUARY.

W. E. MUIR.

Mr. Ebenezer Muir, who until recently was secretary of the Pharmaceutical Association of the Province of Quebec and also Secretary and Registrar of the Montreal College of Pharmacy, died at his residence, New Sherbrooke Apartments, Montreal, in his 80th year.

He lived his whole life in Montreal, and leaves a host of friends amongst the druggists of the Province.

Many years ago Mr. Muir was proprietor of a drug business at the corner of Place d'Armes and Notre Dame street. For some time past, though, Mr. Muir has been retired from active life, and resided with his daughter at the New Sherbrooke Apartments. His death was not unexpected, as he had been sick for the last two weeks, and his two sons from Boston were at his bedside when death came at 4 o'clock in the morning.

He is survived by his daughter, Miss Muir, of the Art Association, and two sons, Mr. James G. and Mr. Stewart Muir.

MRS. L. G. RYAN

On Nov. 25th. Mrs. Ryan, wife of Mr. Leo G. Ryan, President of the Wingate Chemical Co., died at her home at the Travancore Apartments, Montreal, from an attack of typoid fever. Deceased was 23 years old, and leaves two children. This is the second bereavement in a short time for Mr. Ryan, his mother, Mrs. McGale, widow of the late B.E. McGale, druggist, Notre Dame St., having died only a few days before.

PERSONALS.

Mr. R. B. Taylor, druggist, Melville, Sask., who was Mayor of the town last year, was urged to allow himself to be re-elected by acclamation for another year, but he was obliged to decline, says "The Western Sun," for personal reasons. This paper, in speaking of his retirement says: "Mayor Taylor retires from public life temporarily with the respect and confidence of a host of friends."

SANOL.

Two new preparations have been placed on the market by the Sanol Manufacturing Co., of Winnipeg, Man. They are Sanol and Sanol's Anti-Diabetes Home treatment.

The former is a remedy for kidney diseases, gravel, etc., and the other is a special treatment for diabetes. Both these preparations are being liberally advertised, and druggists should be prepared to meet the demand.

STOCK-TAKING.

IMPROVED METHOD OF FIGURING INVENTORY WITHOUT INVOICING—IMPORTANCE OF TRADING ACCOUNT.

A subscriber to the "American Stationer" recently inquired how to escape the drudgery of stock-taking. He had heard of some method by which the inventory could be figured from the books, thus obviating the necessity of counting everything in the store.

The editor of our esteemed contemporary published a detailed answer, showing the method of securing the desired result without the drudgery of counting, and the system presented will doubtless interest many of our readers who may likewise be disgusted with the old-fashioned and laborious manner of securing stock information.

In order to take advantage of this labor-saving method, much depends on the preservation of the merchandise account. This account has been the most abused account ever carried in a ledger, due to the fact that it has been for all conceivable purposes and has many times served as a clearing house for the bookkeeper to dispose of doubtful items, by "burying" them in the merchandise account and "letting it go at that."

It is equally true that some things improve with age, but the old-time merchandise account which need not be reiterated here. Some bookkeepers, however, may yet ask for a remedy; if plainly reveals its own weakness and infirmities not a merchandise account, what then? The answer is simple: do away with the merchandise account and substitute the following four accounts, viz.: inventory, purchases, sales and trading accounts; then when a request comes for a statement of purchases, sales or other statistics, the information can be readily furnished without any terror for the bookkeeper.

The information may be appreciated better just how the troublesome merchandise account can be avoided. First, open up an inventory account, debiting same with the value of stock on hand at the commencement of the period, allowing it to stand with this one debit throughout the term. Then open up an account with purchases, debiting this account with all purchases during the period and taking credit for all the purchases returned and charged back, so that the balance will show at all times the true net purchases. Likewise, also open up a sales account, debiting same with that part of the sales returned and crediting this account with the total sales, so that the balance at all times will show the net sales.

The ledger, as it now stands, instead of showing a merchandise account, has three accounts, viz: Inventory, purchases and sales—all separate, which three accounts under former conditions would all be covered under the caption of "Merchandise Account." This omnibus account contained inventory at the commencement, purchases and returned sales on the debit side and gross sales and returned purchases on the credit side, not mentioning a word about such items as might be "buried" therein.

At the time of closing, the balances of these three accounts can be closed into a general account, namely "Trading Account." Bring down the inventory at the commencement from "Inventory Account," also the debit balance of the "Purchases" to the debit side of the "Trading Account," likewise the credit balance from the "Sales Account" to the credit side of the "Trading Account." This account (Trading Account) now shows the business of the year in an intelligent manner, and the balance now obtained being the same as the old style merchandise account, will show the gross profits or loss. It will be seen later on how necessary it is to preserve the merchandise account in order to take advantage of the method, illustrated later, of figuring "Inventory Without Invoicing."

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THE KILLKORN SAFETY CORN SHAVER AND Callous Remover

Price 50c

Money-back-guarantee Coupon with each Killkorn

This wonderful little invention for human necessity is indispensable in nearly every home.

Sells at Sight Does the Work
Brings more Orders
Makes Friends Makes Big Profits

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TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

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has been such a success that we would like you to know Courses can begin any time. The same diploma is given full particulars to **W. E. HAMILL, M. D.,**

COURSE IN OPTICS
what those who have taken it have to say Correspondence correspondence students as class room students. Write for **Oculist, Janes Building, TORONTO.**

A physical inventory is, in most cases, a very tedious as well as a time-consuming task. Business has to be temporarily abandoned and stock has to be concentrated before any counting or weighing is done. This means, in some cases, work for a couple of men for a day or so—and in others a gang of men two days or more. Then comes the "taking of stock," which is a series of counting, calling, listing and eventually pricing, extending and footing, the task consuming two or three days more. The reason why most inventories are taken carelessly is because those employed in the work do not know its importance, and often sacrifice accuracy for speed. The old saying, "Well, I am glad that is over with," voiced many times by office men and others connected with the work, illustrates just how tedious a task it is.

There are times when a lot of goods are omitted as a result of someone being called away or thinking that somebody else listed them. I have seen this done time and again in establishments where cases of goods, not opened, were omitted, or, on the other hand, where goods were delivered to the customer, say the last day of the period, and never charged until the following period. The fact that as long as these goods were not charged even though they were delivered, they still belong to the seller, and should be taken in his inventory. Again, if a house receives merchandise which was purchased and has not been charged until the following period, it should not be taken in the inventory, as the goods do not belong to it until they have been charged up to purchases and the vendor credited. These are facts that require much attention on the part of all hands concerned and through which omissions very often occur.

Most merchants when speaking of profits mean a certain per cent. of the sales, but when figuring the selling price it is necessary to add the required per cent. of profit to the cost, so it will be remembered that the percentage of profit, in the method referred to later, is the ratio of the gross profit to the cost and not to the selling price. To illustrate: If the cost of the merchandise sold was $1, and the selling price was $1.25, the gross profit would be 25 cents, or 25 per cent. above cost, although it is also 20 per cent. of the sales. To further illustrate, if the debit side of the "Trading Account," less the inventory at the end of the period, was $10,000, and the credit side, which is the sales for the period, was $12,500, the balance or difference, which is $2,500, is its gross profit. This would be 25 per cent. profit above cost, or 2,500 divided by 10,000, multiplied by 100 per cent., and should not be figured as 2,500 divided by 12,500, multiplied by 100 per cent., or 20 per cent. of the sales.

The question may be asked: Is there any other way to arrive at the value of stock on hand at the end of a period besides an actual physical inventory? So much time and expense is caused

IT WILL PAY YOU TO STOCK
SPRATT'S DOG CAKES
SPRATT'S DOG MEDICINES
SPRATT'S DOG SOAP
SPRATT'S BIRD SEEDS
Your Jobber can supply. May we send our Illustrated Export Price List. (IN PACKETS)
Write Spratt's Patent Ld., London, Eng. Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal

by the actual closing of a business to ascertain the value of goods on hand that in some trades, where a physical inventory is an uncertain task, the following method is generally employed, viz.:

First, make up a comparative statement showing the cost of the goods sold and the sales for the last three or four consecutive years. For those not informed we may illustrate how this can be arrived at. The cost of the goods may be computed by adding together the inventory at the beginning of a period and the purchases during the period, and from this subtract the inventory at the end of the same period, the remainder will be the cost of the goods sold. From the total sales for the last three or four consecutive years, subtract the total cost of the goods sold for the same period, and the difference will be the total gross profit for the same period.

The next step is to compute the gross profit per cent. above cost as previously illustrated, then you are ready to compute the "Inventory Without Invoicing." To begin with, we will imagine that we are going to figure the inventory for six months ending June 30, 1911. Assuming that the sales for this period were $7,500, and the inventory at the beginning of this period plus the purchases were $10,000—and further assuming that the average gross profit for the last three or four years was 20 per cent. above cost, we can proceed as follows :

If the gross profit was 20 per cent. above cost, then the cost must have been 100 per cent.—and both together (100 per cent. plus 20 per cent.) or 120 per cent., must be the cost of the goods sold plus the gross profit, or the selling price, here known as sales. But the actual sales for this six months' period (as we assumed) was $7,500. Then 120 per cent. must be equal to $7,500. Working out this problem on a mathematical basis we would proceed as follows : 120 per cent. equals $7,500 ; 1 per cent. equals $62.50, and one hundred per cent. equals $6,250 ; but as 100 per cent. equals the cost of the goods, then $6,250 must be the cost of the goods sold. As we previously assumed that the cost of the goods purchased was $10,000, and as we now find out that the cost of the goods sold is $6,250, then the difference must be the cost of the goods on hand, or the inventory, which is ($10,000 less $6,250) $3,750.

This method ,in substance, can be condensed to the following formula, to be preserved for reference :

Sales divided by 100 per cent. plus average per cent. gross profit above cost equal to the cost of goods sold.

Purchases minus cost of goods sold equals cost of goods on hand (inventory).

No doubt many bookkeepers may be quite skeptical as to this method being applicable to their particular business, but it would be time well spent for them to try out the plan as follows : Take the results of the years 1906 to 1909 as a basis for figuring the average percentage of gross profit and 1910 as a basis for the purchases and sales. Then proceed to figure out what the inventory for December 31, 1910, would come to under this method and compare the results with the actual inventory as shown on the books for that period. If the figures prove satisfactory you cannot help but have confidence in this method.

Again, no matter how satisfactory the results may be, it is necessary in some lines of business to take a physical inventory. In such cases ,the method can be used as a proof against the actual—and where a large discrepancy exists a thorough investigation is warranted which will bring to light many erroneous methods in stock taking.

BUSINESS OPPORTUNITIES

BUSINESS FOR SALE.

Drug business in Western Ontario city, central. Turnover over $8,000 a year, stock about $1,000. Expenses light.

Box 220, Canadian Druggist,
Toronto.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we c n be of service to any one desiring information, as to lacation, necessary capital, qualification, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1000 to $5000, also know of a number of good openings for Doctors to handle drug store and practice combined.

—WRITE US—

DRUG REPORT.

Business during the past month has been very active.

Mercurials have d clined slightly in price.

Opium, Codeia, Morphia, and Menthol are all higher.

Glycerine is temporarily, at least, a little lower.

Acid Carbolic is very much higher, the probabilities are that Acid Salicylic will sympathize with it.

Fusil Oil is very scarce, in fact it is almost impossible to get any, and the price has advanced accordingly.

Oils Spearmint and Lemon are higher.

The minor changes you will find in attached list.

A—Advanced. D—Declined.

A.—Acid Carbolic	lb.	.35
A.—Acid Carbolic, 5 lb. tins	lb.	.30
A.—Acid Carbolic, 10 lb. tins	lb.	.29
A.—Balsam Copaiba, English	lb.	.90
A.—Balsam Copaiba, American	lb.	.75
A.—Balsam Peru	oz.	.10
D.—Calomel	lb.	1.25
A.—Calabar Beans	oz.	.08
A.—Cocaine Alkaloid in ⅛ths	ea.	.90
A.—Codeia Crystals	oz.	6.85
A.—Codeia Sulphate, ⅛th	ea.	.95
A.—Diuretin, Knoll	oz.	1.00
D.—Euresol	oz.	.80
D.—Glycerine	lb.	.31
A.—Hydrastin White Alkaloid, 15 gr. tube	ea.	1.40
A. Hydrastin Hydrochlor, 15 gr. tube	ea.	1.40
A.—Hydrastin, Sulphate, 15 gr. tube	ea.	1.40
A.—Iron Bromides	oz.	.25
D.—Keratin Peptonoid	oz.	1.00
A.—Manganese Chloride	oz.	.20
D.—Mercury	lb.	.95
D.—Mercury Bichloride	lb.	1.15
D.—Mercury Bichloride powder	lb.	1.20
D.—Mercury Chalk	oz.	.10
A.—Morphia Acetate	oz.	4.20
A.—Morphia Bromide	oz.	4.50
A.—Morphia Hydrobromate	oz.	5.75
A.—Morphia Meconate	oz.	5.35
A.—Morphia Muriate	oz.	4.20
A.—Morphia Phtalate	oz.	8.65
A.—Morphia Sulphate	oz.	4.75
A.—Morphia Tartrate	oz.	5.00
A.—Morphia Valerianate	oz.	6.05
D.—Mercury Nitric Oxide	lb.	1.35
A.—Oil Fusil	Pt.	1.00
A.—Oil Spearmint	oz.	.50
A.—Opium	lb.	10.00
A.—Opium powder	oz.	.75
A.—Platinum Wire	gr.	.18
A.—Platinum Foil	gr.	.18
D.—Paraformaldehyde	oz.	.20
A.—Root Golden Seal	lb.	8.25
A.—Root Golden Seal Powder	lb.	9.00
D.—Thymol	oz.	.20

NEW GOODS.

Atrophan powder, 25 grammes	ea.	$1.50
Atophan Tablets, tubes of 20	ea.	.50
Ammonia Bifluoride	oz.	.35

(Continued from page 75)

Zinc, " Precip., oz.	10	Zinc Oleate, oz.	5	Zinc Sulphate, Pure, lb.	15
" Chlorate, fused, oz.	15	" Oxide, lb.	15	" " C.P., Cryst., lb.	2
" Chloride, fused, oz.	10	" " Pure, lb.	20	" " C.P., Gran., lb.	25
" " Granul., oz.	10	" " Hubbuck's, lb.	60	" " C.P., Dried, lb.	50
" Cyanide, oz.	15	" " Dry process, lb.	25	" Sulphide, pure, oz.	25
" Ferrocyanide, oz.	15	" " Wet process, lb.	75	" Sulphite, oz.	25
" Foil, oz.	10	" Permanganate, oz.	40	" Sulphocarb., oz.	15
" Granulated, lb.	20	" Phosphate,	15	" Sulphydrate, oz.	35
" " free from Arsenic, oz.	6	" Phosphide, oz.	25	" Sulphuratum, oz.	12
" Hypophosphite, oz.	10	" Salicylate, oz.	30	" Tannate, oz.	1
" Iodide, oz.	60	" Stearate, oz.	15	" Valerianate, Pulv., oz.	25
" Lactate, oz.	20	" " Comp. oz.	50	" " Cryst., oz.	30
" Metal, pure, oz.	10	" " with Aristol, oz.	3 00		
" Nitrate, pure, oz.	15	" " with Ichthyol, oz.	80		

Prices Current and Index of New Remedies

Prices given below are actual values for small quantities ruling in the Canadian Market to-day. Quotations are subject to change without notice. Physicians must expect to pay an advance on prices reported, since these values are actually charged to the trade, and do not cover expenses of any kind.

Acetamide, oz.	$ 0 60
Acetone, C. P., lb.	75
" Commercial, lb.	45
Acid, Acetic, B.P., lb.	15
" Acetic, 99½ per cent., lb.	50
" Acetyl Salic., oz.	18
" Arsenious (Arsenic), lb.	15
" " (pure), oz.	10
" " (Red Lump), oz.	05
" Benzoic, from Gum, oz.	50
" Benzoic from Toluol, oz.	10
" Boracic Crystals, lb.	12
" Boracic Pulv., lb.	12
" Butyric, oz.	25
" Cacodylic, 5 grain bot. each	20
" Camphoric, oz.	55
" Capronic, oz.	2 50
" Carbolic, 1 lb. bots.	35
" Carbolic, 5 lb. tins, lb.	30
" Carbolic, 10 lb. tins, lb.	29
" Carbolic, crude, opt., gal.	1 00
" Carbolic, crude, Com'l gal.	75
" Cetraric, 15 grain bot., each	80
" Chloroacetic, oz.	50
" Chromic, Pure Cryst., oz.	10
" " Highly Pure Cryst. oz.	25
" Crysophanic, oz.	55
" Cinnamic, oz.	40
" Citric, lb	50
" Citric, pulv., lb.	52
" Cresylin, oz.	25
" Dichloracetic, oz.	1 00
" Fluoric, 1 lb. bots. each	1 00
" Fluoric, ½ lb bots., each	60
" Fluoric, ¼ lb bots., each,	35
" Fluoric, oz.	10
" Fluoric, C.P., lb.	1 40
" Formic, 1-20 oz.	10
" Fumaric, oz.	3 00
" Gallic, oz.	08
" Glycerino, phosphoric, oz.	60
" Hydriodic, oz.	30
" Hydrobromic, lb.	35
" Hydro-Silico Fluoric	3 10
" Hypophosphorus, oz.	50
" Iodic, oz.	1 00
" Lactic, Concent'd, oz.	10
" Mallic, oz.	1 50
" Meconic, oz.	2 00
" Molybdic, pure, oz.	20
" " extra pure	40
" Monochlor, acetic, oz.	30
" Muriatic, Com'l, lb.	06
" Muriatic, C.P., lb.	20
" Nitric, Com'l, lb.	21
" Nitric, C.P., 1 lb.	25
" Nitrous, lb.,	30
" Oleic, oz.	05
" Osmic, 1 gramme tubes, each	3 00
" Oxalic, lb.	12
" Oxalic, Pulv., lb.	15
" Oxalic, C.P., lb.	50
" Perchloric, oz.	50
" Perosmic, ½ grn. tubes, each	1 50
" Phosphoric, Concent., 1500, lb.	45
" Phosphoric, Dil., lb.	16
" Phosphoric, Glacial, oz.	10
" Phosphoric, Syrupy, 1750, lb	50
" Phosphorus, 1.12, oz	25
" Picric, lb.	90
Acid, Prussic, g.s., bots., doz.	1 25
" Pyrogallic, Merck's, oz.	25
" Pyrogallic, Schering's oz.	32
" Pyroligneous, lb.	12
" Salicylic, lb.	55
" Salicylic, natural, oz.	50
" Soda Phosphate, oz.	15
" Silicic, natural, oz.	20
" Silicic, wet, process dried, oz.	25
" Succinic, oz.	1 40
" Sulphanilic, oz.	45
" Sulph. Aromat, lb.	65
" Sulphocarbolic, oz.	10
" Sulphor sicinic, oz.	50
" Sulpho. sicinic, oz.	50
" Sulph, Com'l, lb.	06
" Sulph, C.P., lb.	20
" Sulpho—Oleic, oz.	3 50
" Sulphurous, lb.	15
" Stearic, oz.	35
" Tannic, lb.	85
" Tartaric, Cryst., lb.	36
" Tartaric, pulv., lb.,	37
" Tartaric, C.P., Cryst., lb.	85
" Tartaric, C.P., pulv., lb.	90
" Titanic, one-eighth oz. for	25
" Trichlorlactic, oz.	2 00
" Trichloracetic, oz.,	35
" Tungstic, oz.	65
" Uric, oz.	60
" Valerianic, oz.	25
Aconi, 1 gramme each	50
Aconitine, Pure Amorph., grain	40
Aconitine Powder, oz.	2 00
" Tablets, 1/50gr. bot. of 25, each	1 00
Adeps Lanae, Hydrous, lb.	30
Adurol, 25 gramme packets, each	75
Agathin, oz.	3 00
Airol, oz.,	1 00
Albumen, from egg, oz.	15
Albumen, from blood, oz.	10
Alcohol, gal.	4 90
" Absolute, pint	1 35
" Allylic, oz.	80
" Amylic, C.P., lb.	1 50
" Benzylic, Iso., oz.	80
" Butylic, Iso., lb.	1 5
" Columbian, Spt., gal.	2 65
" Ethylic, Deodor, lb.	1 25
" Methylic, C.P., lb.	1 20
" Methylated, gal.	1 10
" Wood, gal.	90
Aldehyde, oz.	20
Alkannin, oz.,	60
Almonds, bitter, lb.	60
Almond Meal, lb.	50
Aloin, oz.	20
Aloin, oz., pure	30
Alum, lb.	3
" Ammoniated, lb.	25
" Chrome, lb.	20
" Potash, lb.	30
" Pulv., lb.	4
Aluminium, coarse powder, oz.	25
" Acetate, oz.	15
" Acetotartrate, oz.	20
" Bromide, oz.	40
" Chloride, pure, oz.	20
" Hydrate, pure, oz.	30
" Metal, oz.	15
" Nitrate, pure, oz.	15
" Oxide, pure, oz.	50
" Salicylate, oz.	50
" Sulphate, pure, oz.	15
" Tartrate, oz.	20
Alumnol, 25 grammes, each	40
Alypin, 16 gr. bot., each	25
Amalgam, eu Sode, 10 per cent., lb	3 33
Eurcsol, ½ oz. and ⅛ oz.,	1 25
Ambergris, gr.	12
Amidol, oz.	70
Ammonal, oz.	1 50
Ammonium, acetate, oz.	15
" Arseniate, oz.	30
" Benzoate, oz.	15
" Bichromate,	12
" Borate, oz.	20
" Bicarbonate, oz.,	15
" Bisulphite, oz.	35
" Bromide, lb.	73
" Bifluoride, oz.	30
" Carbonate, lb.	14
" C.P., Howard's, lb.	60
" " P., Merck's, lb.	50
" Carbonate, Powd., lb.	16
" Fluoride, oz.	25
" Glycerophosphate, oz.	50
" Hypophosphite, oz.	50
" Hydrosulphite, oz.	25
" Hypophosphite, oz.	90
" Iodide, oz.	35
" Liquor, fort, lb.	12
" Molybdate, oz.	25
" Muriate, Lump, lb.	14
" " Gran., lb.	12
" " C.P., lb.	30
" Nitrate, Com'l, lb.	40
" Nitrate, C.P., oz.	10
" Nitrite, oz.	20
" Oxalate, oz.	10
" Persulphate, oz.	15
" Phosphate, pure, oz.	10
" Phosphate, extra pure, oz.	10
" Picrate, oz.	25
" Salicylate, oz.	25
" Sesquichlor Solution, oz.	20
" " Soluble, oz.	65
" " Sublimed	1 00
" " Succinate, oz.	50
" " Sulphate, Com'l, lb.	8
" " Pure, oz.	10
" Succinate, oz.	50
" Sulphate, oz.	10
" Sulphide (solution), lb.	55
" Sulphide, Pure Cryst., oz.	65
" Sulphite, oz.	15
" Sulphocarbolate, oz.	25
" Sulphocyanide, oz.	10
" Sulphurated, oz.	1 25
" Tartrate, neutral, oz.	30
" Thio-cyonate, pure, oz.	10
" Valerianate, oz.	30
" Vandate, oz.	1 50
Amyl, Acetate Oxide, oz.	10
" Butyrate, oz.	25
" Formate, oz.	25
" Nitrate, oz.	25
" Nitrite, oz.	25
" Valerianic, oz.	20
Amylene, Hydrate, oz.	80
Anaesthesin, 25 grm. pkgs., each	1 50
Analgen, 25 grammes for	2 00
Anemonine, for 1 grain tube	40
Anethol, oz.	80
Aniline, pure, oz.	15
" Chloride, oz.	20
" Sulphate, oz.	20
Anisol, oz.	1 25
Anthracene, purified, oz.	30
Anthrarobin, oz.	70
Antifebrine, lb.	50
Antikamnia, oz.	1 40
" Vest pocket box, doz.	2 00
Antimony, metal, oz.	10
" Pulv., pure, lb.	28
" Pulv., com., lb.	15
" Arsenate, oz.	40
" Chloride, oz.	25

Antimony, Liver (crocus) lb.	25
" Oxysulph (Sulph. Precid.) lb.	55
" Oxide White (Acid Antimonic) oz	15
" Sulphate, oz.	25
" Sulphide, Black, lb.	50
" " (Golden), oz.	12
" Tart. Pulv. (Tartar Emetic)lb	40
Antinosin, oz.	2 25
Antipyrine, Knorrs, oz.	45
" Silicate, 25 grammes for	50
" Swiss, oz.	25
Antisposmine, 15 grm. bots., each.	80
Antitoxine, Neuralgic, oz.	1 25
Antithyreodine, bots. 10 c. c. each	2 20
Apiol, Green, oz.	50
Apocodeine, Hydrochlor, 1 gr. bots. each	25
Apolysine, oz.	90
Apomorphia, Muriate, $\frac{1}{8}$ oz.	1 75
Arbutin, Crystals, oz.	1 50
Areca, Nuts, lb.	25
" Nuts, Pulv., lb.	35
Arecoline, Hydrobrom. 15 gr. bot. ea.	1 25
Argentamine, oz.	85
Argentum Crude (Collargolum) oz.	3 50
Argonine, oz.	90
Argyrol,	2 10
Aristochin (Bayers)	3 25
Aristol, (Bayers), oz.	2 10
Arrowroot, Bermuda, lb.	68
" Com., lb.	20
Arsenic, Metal, oz.	15
" Bromide, oz	30
" Chloride, oz.	40
" Iodide, oz.	60
" Sulphide, Red (Realgar), oz.	12
Asaprol, oz.	2 00
Aseptol, oz.	25
Ashes, Pearl, lb.	12
" Pot. lb.	15
Asparagin, $\frac{1}{8}$ oz. each	20
Asphaltum, lb.	13
Aspirin, oz.	50
Atophan, Powder, 25 gms., ea.	1 50
" Tablets, tubes of 20, each	50
Atropia, Pure, oz.	7 50
" Sulphate, $\frac{1}{8}$th, each	1 00
" Valerianate, $\frac{1}{8}$th, each	1 60
" Methylbromide, 15 gr. tube, ea.	1 00
Atoxyl, oz.	3 75
Balsam, Canada, lb.	70
" Copaiba, Eng., lb.	90
" Copaiba, Amer., lb.	75
" Peru, oz.	20
" Sulphur, lb.	30
" Tolu, oz.	10
Bark, Ash, Prickly, lb.	85
" Angustura, lb.	75
" Bayberry, lb.	25
" Canella, lb.	25
" Cascara, lb.	20
" Cascarilla, lb.	30
" Cherry, Black, lb.	15
" Coto, lb.,	1 10
" Cotton Root, lb.	20
" Condurango, lb.	65
" Elm, lb.	25
" Hemlock, lb.	10
" Mezereon, lb.	40
" Peruvian, Red, lb.	40
" Peruvian, Yellow, lb.	20
" Pomegranate, lb.	45
" Poplar, lb.	13
" Sassafras, lb.	
" Soap, lb.	11
" Tamarac, lb.	15
" Wahoo, lb.	3
" Witch Hazel,	15
" White Pine, lb.	12
Barium, Acetate, oz.	10
" Bromide, oz.	20
" Carbonate, pure, lb.	50
" Carbonate, C.P., lb.	75
" Chlorate, oz.	20

Barium, Hydrate, oz.	18
" Chloride, Com'l, lb.	20
" Chloride, Pure, lb.	40
" Hypophos, oz.	30
" Metal, 2 c.c. tubes, each	3 50
" Nitrate, oz.	30
..." Oxide Hydrate, Com'l, oz.	15
" Oxide Hydrate, Pure Cryst. oz.	25
" Peroxide Anhydrous, Pure, oz.	5
" Peroxide, Com'l, lb.	50
" Phosphate, oz.	25
" Sulph. Precip., oz.	5
" Sulphide, Pure, oz.	6
Beans, Calabar, oz.	8
" Locust, ground, lb.	6
" Touquin, Angustura, oz.	60
" Vanilla, Mexican, oz.	50
" " Bourbon, oz.	45
Berberine, Muriate, oz.	1 60
" Sulph. oz.	1 75
Benzanilide, oz.	1 25
Benzole, lb.	50
Benzoinal, lb.	1 50
Benzosol, oz.	1 30
Benzyl, Chloride, com., oz.	35
" Chloride, Pure, oz.	60
Benzylamide, oz.	6 00
Berries, Buckthorn, lb.	60
" Coculus, Indicus, lb.	15
" Cubebs, lb.	65
" French, lb.	20
" Juniper, lb.	10
" Laurel, lb.	15
" Prickly Ash, lb.,	1 00
" Poke, lb.	20
" Saw Palmetto, lb.	30
Betol, oz	65
Bismal, oz.	75
Bismuth, Acetate, oz.	40
" Ammon, Citrate, oz.	30
" Benzoate, oz.	40
" Betanapthol, oz.	60
" Bromide, oz.	55
" Carb, lb.	3 25
" Citrate, oz.	25
" Lactate, oz.	50
" Liquor, lb.	15
" Metal, oz.	20
" Nitrate, Crystals, oz.	25
" Oxalate, oz.	50
" Oxide, oz.	45
" Oxychloride, oz.	40
" Oxyiodide, oz.	50
" Oxynitrate, oz.	35
" Phosphate, oz.	60
" Salicylate, oz.	25
" Subgallate, oz.	20
" Subiodide, oz.	40
" Subnitrate, lb.	3 00
" Sulphate, oz.	80
" Tannate, oz.	50
" Tribromphenol (Xereform)	90
" Trichloride Crystal, oz.	90
" Valerianate, oz.	40
Bole, Armenia, lb.	7
Borax, C.P., Cryst., lb.	35
" C.P., Pulv., lb.	40
" Cryst., lb.	6
" Pulv. lb.	6
" Glass, lb.	50
Boric, Hydroxide, oz.	20
Boroglycerine, oz.	20
Bromaline, oz.	1 25
Bromine, oz.	10
" C.P., oz.	25
" Chloride, oz.	50
Bromipin, oz.	25
" Tablets, box of 25 each	65
Bromoform, oz.	20
Bromural, oz.	2 00
Broomtops, lb.	30
Brucine, oz.	1 20
" Hydrobromide, oz.	1 75
" Hydrochloride, oz.	1 75

Brucine, Nitrate, oz.	1 75
" Sulphate, oz.	1 75
Buckthorn Juice, lb.	40
Cadmium, oz.	30
" Bromide, oz.	
" Chloride, oz.	25
" Iodide, oz.	55
" Nitrate, oz.	35
" Oxide, oz.	50
" Phosphate, oz.	60
" Sulphate, oz.	20
" Sulphide, oz.	35
Caffeine, oz.	40
" Arseniate, $\frac{1}{8}$ oz. each	20
" Benzoate, $\frac{1}{8}$ oz. each	10
" Citrate, oz.	35
" Hydrobromide, oz.	50
" Hydrochloride, oz.	40
" Nitrate, oz.	1 25
" Salicylate, oz.	40
" Sulphate, $\frac{1}{8}$ oz.	75
" And Soda Benzoate, oz.	60
" And Soda Citrate	1 00
" And Soda Hydrobromate, oz.	1 00
" Valerianate, $\frac{1}{8}$ oz., each	75
Calamine, prepared, lb.	10
Calcium, Metal, oz.	50
Calcium, Acetate, oz.	20
" Arseniate, oz.	25
" Benzoate, oz.	25
" Bromide...	20
" Carbide, lb.	15
" Carbonate, Pure	30
" " Precip., lb.	10
" " Prepared, lb.	5
" Chlorate, oz.	35
" Chloride, Com'l, lb.	30
" Chloride, Pure, lb.,	45
" Fluoride, lb.	1 90
" Glycerophosphate, oz.	20
" Hippurate, $\frac{1}{8}$ oz., each	20
" Hydrate, Pure Crystal, oz.	15
" Hypochlorite, oz.	10
" Hypophos, oz.	12
" Hyposulphite, oz.	20
" Iodate, oz.	80
" Iodide, oz.	40
" Lactate, oz.	10
" Lactophosphate, oz.	20
" Nitrate, oz.	15
" Oxalate, Pure, oz.	15
" Permanganate, oz.	1 00
" Calcium, Peroxide, oz.	30
" Phos. Precip., oz.	50
" Phosphate, C.P., oz.	25
..." Phosphide, oz.	20
" Saccharate, oz.	25
" Salicylate, oz.	25
" Silicate, oz.	20
" Sulphate, Precip., oz.	10
" Sulphide, oz.	10
" Sulphite, oz.	10
" Sulphocarb., oz.	20
" Tungstate, $\frac{1}{8}$ oz., each	30
Camphor, in bells, lb.	75
" $\frac{1}{4}$ blocks, lb.	78
" oz. blocks, lb.	80
" $\frac{1}{2}$ blocks, lb.	82
" Powdered, lb.	85
" Monobromide, oz.	15
Canadol, lb.	1 50
Cannabino Tannate, 15 gr. tubes, ea	20
Cantharides, whole, Chinese, lb.	65
" Powder, Chinese, lb.	70
" Whole, Russian, lb.	1 05
" Powder, Russian, lb.	1 25
Cantharidin, 5 gr. tube, each	75
Carbon, Bisulph, lb.	15
" Tetrachloride, oz.	5
Caroid, powd., oz.	1 75
Caseine, oz.	15
Castoreum, oz.	80
Celloidin, 40 grammes, each	2 00
Cerium, nitrate, oz.	25

Cerium, Oxalate, oz.	8
" Sulphate, oz.	50
Chalk, French lump, lb.	30
" French, powd., lb.	5
Chiretta, lb.	40
Chloralamid, oz.	30
Chloral, Ammonia, oz.	1 50
" Caffeine, oz.	1 50
" Hydrate, lb.	55
" Hydrocyanate, lb.	1 60
Chloralose, ¼th, each	25
Chloroform, D. & F. blue label, lb.	1 00
" D. & F. pure, lb.	2 00
" D. & F., Methyl, lb.	1 65
" German, lb.	55
" Lyman's, lb.	1 25
" Smith's, lb.	90
Chlorophyl, for spirits, oz.	30
" for oils, oz.	30
" for water, oz.	30
Chromium, Acetate, oz.	25
" Carbonate, oz.	50
" Chloride, soluble, oz.	1 20
" Chloride, Solution, oz.	1 20
" Metal, oz., fused	50
" Nitrate, oz.	30
" Oxide, oz.	10
" Powdered, oz.	30
" Sulphate, oz.	15
Chinaphenin, oz.	1 85
Chrysarobin, oz.	45
Cinchonine, Muriate, oz.	30
" Pure Crystal, oz.	60
" Salicylate, oz.	50
" Sulphate, oz.	30
Cinchonidia, Sulph., oz.	50
Cinchonidine, pure Cryst., oz.	1 00
" Hydrochlor., oz.	55
" Iodide, oz.	80
" Tannate, oz.	80
Citarin, oz.	1 25
Citrophen, 25 gr. pkt., each	90
Cobalt, lb.	25
" Chloride, oz.	25
" Carbonate, oz.	40
" Metallic Powder, oz.	60
" Nitrate, oz.	15
" Oxide, oz.	40
" Oxide, pure, oz.	75
" Sulphate, oz.	15
Cocaine, Alkaloid, ¼ oz., each	90
" Carbolate, 15 gr. bot., each	1 00
" Muriate, ⅛ oz.	65
" Nitrate, ⅛ oz., each	60
" Oleate, 5 per cent., oz.	75
" Salicylate, 5 gr. tubes, each	40
" Solution, 4 per cent., oz.	1 00
Cochineal, lb.	65
" Pulv., lb.	75
Cocoa Butter, lb.	75
Codeia, Cryst., oz.	6 85
" Citrate, ⅛ oz., each	30
" Hydrochlor, each	85
" Phosphate, ⅛ oz., each	90
" Sulphate, ⅛ oz., each	95
Colchicin, C.P., cryst., 15 gr. bot. ea	1 40
Colocynth, Apple, lb.	65
" Pulv., lb.	70
Collodion, lb.	65
" Canthar, oz.	20
" Flexible, oz.	5
" Styptic, oz.	10
Coloring, Brandy, lb.	15
" Cochineal, lb.	25
Confect. Aromat., lb.	60
" Opium, lb.	75
" Roses, lb.	70
" Senna, lb.	35
" Sulphur, lb.	40
Coniine, Alkaloid, oz.	8 00
" Hydrobromide, 15 gr. bot., ea	50
Convallamarin, 15 gr. bot., each	75
Convallarin, 15 gr. bot., each	75
Copper, Acetate, pure, oz	12
Copper, Arseniate, oz.	20
" Arsenite, oz.	25
" Aluminated, oz.	15
" Ammoniated, oz.	10
" Ammonia, Sulph., lb.	75
" Ashes, lb.,	35
" Bromide, oz.	40
" Carbonate, oz	10
" Chloride, Bi., oz.	10
" Citrate, oz.	25
" Cyanide, oz.	15
" Filings, oz.	12
" Foil, oz.	15
" Gauze, oz.	20
" Iodide, oz.	75
" Metal, oz.	25
" Nitrate, oz.	10
" Oxalate, oz.	15
" Oxide, black, oz.	15
" Oxide, red, oz.	25
" Oxyacetate, oz.	10
" Potass. Chloride, oz.	10
" Shot, lb.	1 25
" Silicate Fluoride, oz.	25
" Sulphide, oz.	20
" Sulphate, Com'l, lb.	9
" Sulphate, Pure, lb.	35
" Tartrate, oz.	15
" Trimmings, lb.	75
" Wire, pure, oz.	10
Coryfin, oz.	1 50
Cotoin, True, 5 gr. bot., each	30
Cowhage, oz.	90
Cornutine, Citrate, 5 gr. bots., ea.	5 00
Creosote, B.W., lb.	1 10
" C.P., White, lb.	80
" Carb., oz.	25
" Valerianate, oz.	40
Cresalol, Para, oz.	1 75
Crocus, Martis, lb.	20
Croton, Chloral, oz.	40
Cubebine, oz.	5 00
Cumarin, oz.	40
Cuttle Fish Bone, oz.	30
" Powd., lb.	40
Cystogen, powd., oz.	1 00
" Toblets, oz.	1 10
Curare, with active principle, 1 gr. bot., each	2 50
Daturnine, Pure, 5 gr. bot., each	80
" Hydrochlor, 5 gr. bot., each	80
" Sulphate, 5 gr. bot., each	80
Decoct. Aloes Co., lb.	40
" Sarsa, lb.	40
Delphinine, 15 gr. bot., each	1 25
Diabetin, 100 grammes for	2 00
Diacetyl, Morphine, oz.	5 75
Diaphtherine, oz.	75
Diapente, lb.	25
Diastase, oz.	1 00
" Malt, oz.	90
Diastin, oz.	2 00
Digitalin Amorph., grain	4
" German, pure, ⅛ oz. bot. for	1 50
" Digitine, pure, 5 gr. tube, each	40
Digitoxin, Cryst., 1 gr. tubes, each	95
" Tablets, in 50's, each	35
Dimethyl-Amidobenzaldehyde, pure oz	1 25
Dionin, 15 gr. tube, each	75
Diphenylamine C.P., White, oz.	25
Di—Thymol—Iodide, oz.	50
Diuretin, Knoll, oz.	1 00
" Merck's (Theobromine and Soda Salicyl), oz.	1 10
Dormiol, Solution, 100 grm. bot., ea	1 25
Duboisine, Sulph., 2 gr., each	60
Dulcin, oz.	25
Edinol, powd., oz.	75
Eigon, Alpha., 20 gramme bot., ea.	1 00
" Alpha and Sodium "	1 00
" Beta "	1 00
Eikonogen, oz.	40
Elaterium, ⅛ oz. bot., each	50
Elaterin, Cryst., 15 gr. bot., each	1 20
Emetine, Alkaloid, 5 grn. bot., ea.	75
" Resinoid, ⅛ oz., each	75
Empyroform, 23 grammes, each	75
Epicarin, Veterinary, oz.	1 00
" Pure, oz.	1 10
Ergot, lb.	1 75
" Pulv., lb.	1 85
Ergotine, Bonjean, oz.	95
Erythrol Tetranitrate Tablets, bots. of 50, ea	2 00
Erythrosin, oz	60
Erythrophleine, Hydrochlor, grn.	35
Eserine, C. P., 5 gr. tube, each	90
" C. P., 2 gr. tube, each	60
" C. P. 3 grain tube, each	70
" Citrate, tube, ea.	75
" Hydrobromate, tube, ea.	75
" Hydrochlorate, tube, ea.	75
" Nitrate, tube, ea.	75
" Pilocarpine, 3 gr. tubes, ea.	55
" Salicylate, 5 gr. tubes, ea.	75
" Sulphate, 5 gr. tubes, each	75
" Tartrate, 5 grain tubes, ea.	75
Ether Sulph. German, lb.	40
" Sulph., Squibbs, 100 grammes, tips, each	40
" Valerianic, oz.	30
Ethylene, Bromide, oz.	60
" Chloride, oz.	50
Ethylidine Chloride, oz.	1 20
Ethyl, Bromide, oz.	20
" Butyrate, oz.	20
" Formate, oz.	20
" Iodide, oz.	1 00
Eucaine, A, 5 gramme tube, ea.	75
" B, 5 gramme tube, ea.	75
Eucalyptol, oz.	15
Eudoxine, oz.	2 25
Eugenol, oz.	40
Eumenol, oz.	40
Eumydrin, 1 gr. tubes, each	10
Euonymin, oz.	90
Euphorin, oz.	1 00
Euresol, oz	80
Eurobin, 25 gram. pkt. each	1 00
Europhen, oz.	2 15
Exalgine, oz.	1 25
Exodin Tablets, ½ gramme each. (boxes of 10 tablets), box	50
Ferratin, oz.	1 25
Ferropyrine, 25 gram. pkt., each	1 35
Fibrolysin, tube, each	20
Flowers, Arnica, lb.	25
" Chamomile, German, lb.	45
" " Roman, lb.	40
" Calendula, lb.	80
" Elder, lb.	30
" Lavender, lb.	25
" Rose, oz.	10
Formaldehyde, lb.	22
Formaline, Scherings, lb.	65
" Pastilles, box of 20, ea.	30
" Lamps, Scherings, ea.	1 75
" Dusting Powder in ½, lb.	80
Formin, Merck's, oz.	15
Formol, lb.	55
Fluor Spar, powd., lb.	12
Fluorescein, oz.	1 00
Fuller's Earth, lb.	8
" Powd.	6
Gaduol, oz.	40
Galena, oz.	5
Gallanol, oz.	1 25
Gallicin, oz.	1 25
Gallobromal, oz.	1 25
Galls, lb.	30
Garlic, lb.	25
Gelanthum, ½ kilos, ea.	85
Gelatine, for Hypodermic use, 100 grammes, ea.	1 00
" Cooper's, lb.	75
" Cox's, per doz.	1 35

Gelatine, French, Bronze label, lb.. 35
" French, Gold label, lb. 55
" French, Red label, lb. 75
" French, Silver label, lb. 40
Gentian, Violet, oz. 45
Gelsemine, oz. 2 50
Gelseminine, C.P., 5 gr. bot., ea... 70
" Hydrobromate, 5 gr. bot., ea.. 70
" Hydrochlorate, 5 gr. bot., ea.. 70
" Sulphate, 5 gr. bot., ea. 70
Gingerine, oz. 75
Glass Wool, oz. 50
Glucose, lb. 6
" Pure, oz. 20
Glutol, oz. 1 00
Glycerine, lb. 31
" Merck's, lb. 65
" Price's, lb. 65
Glycin, oz. 75
Glycocoll, oz. 1 00
Glycoline, lb. 32
Glycosal, oz. 90
Glycozone, ¼ bottles, each 1 00
Glycyrrhizin, Ammon., oz. 30
Gold Bromide Mono, 5 gr. bot., ea 75
" Bromide Tri, 5 grain bot., ea. 65
" Chloride and Sodium, 15 grain bots., doz. 3 75
" Chloride and Sodium, solu., oz. 3 15
" Chloride, dry, 15 gr. bots., dz 8 00
" Cyanide, Mono, 5 gr. bot., ea. 75
" Cyanide, Tri, 5 gr. bot., each 80
" Oxide, 5 gr. bot., each 65
Grains, Paradise, lb. 50
Gualiquine, oz. 1 50
Guaiacol, oz. 20
" Benzoate, oz. 60
" Carbonate, oz. 40
" Salicylate, oz. 1 60
" Valerianate, oz. 60
Guaiacum Rasp, lb. 15
Guaialine, oz. 1 65
Guaiaquin, 25 grammes, each 3 00
Guarana, Pulv., oz. 30
Guaethol, oz. 1 40
Gum Aloes, Barb., lb. 20
" Aloes, Barb., Pulv., lb. 30
" " Cape, lb. 20
" " Pulv., lb. 30
" " Socot, lb. 40
" " Socot, Pulv., lb. 50
" Ammoniac, lb. 60
" Arabic Select, lb. 60
" Arabic, 2nd, Sel., lb. 15
" " Sorts, lb. 28
" " Pulv, Opt., lb. 60
" " Pulv., Sorts, lb. 35
" Assafoetida, Powd., lb. 1 75
" Assafoetida, lb. 1 25
" Benzoin, lb. 50
" " Opt., lb. 2 00
" Catechu Com'l (Japonica), lb. 12
" " Cubes, lb. 25
" " Pulv., lb. 30
" Copal, lb. 90
" Damar, lb. 60
" Elemi, lb. 65
" Euphorbium, lb. 40
" " Pulv., lb. 50
" Galbanum, oz. 10
" Gamboge, lb. 1 30
" " Pulv., lb. 1 10
" Guaiacum, Ordinary, lb. 45
" " Pulv., lb. 50
" " Opt., lb. 1 00
" Kino, lb. 70
" Kino, Pulv., lb. 80
" Mastic, lb. 80
" Myrrh, lb. 50
" Myrrh, Pulv., lb. 60
" Olibanum, oz. 1 00
" Sagapenum, lb. 1 00
" Sandrac, lb. 40
" Sang Draconis, lb. 90
Gum, Sang, Pulv., lb. 1 10
" Scammony, oz. 40
" " Pulv., oz. 45
" Seedlac, oz. 5
" Shellac, Orange, lb. 30
" " Bleached, lb. 30
" " Powd., lb. 40
" Storax, lb. 45
" Spruce, lb. 1 20
" Substitute Yellow Dextrine, lb 10
" " White, lb. 12
" Tamarac, lb. 28
" Thus, (Turpentine), lb. 8
" Tragacanth, extra select, lb 1 10
" " Pulv., lb. 1 15
" " 2nd Select, lb. 95
" " 2nd Select, Pulv., lb. 1 00
" " Sorts, lb. 30
Gun, Cotton, oz. 30
Haematoxylin, oz. 2 00
Haemogallol, oz. 85
Haemoglobin, oz. 1 00
Haemol, oz. 80
" Arseno, oz. 80
" Bromo, oz. 80
" Cunro, oz. 80
" Iodized, oz. 1 10
" Zinc, oz. 80
Hartshorn Shavings, lb. 40
Hedonal, oz. 1 50
Helenin, 15 gr. bot., each 50
Heliotronin, oz. 60
Helmitol, oz. 1 00
Hematein, 15 grs., each 30
Hematin, 15 grs., each 1 50
Heroin, 15 grain tubes, each 55
" Hydrochlor, 15 gr. tubes, each 55
Holocaine, 1 gramme bots., each 30
" Hydrochlor, 1 gramme bots., ea 35
Homatropine Pure, 5 gr. tubes, ea 1 65
" Hydrobromate, 1 gr. tube, ea. 35
" Salicylate, 1 gr. tube, ea. 30
" Sulphate, 1 gr. tube, each 30
Honey, lb. 18
Hops, in packages, lb. 60
Hydrastin, Alkaloid, 15 gr tubes, each 1 40
Hydrastin, Hydrochlor. 15 gr. bot ea 1 40
" Sulphate, 15 gr. bots., each 1 40
Hydrastinine, 15 gr. bots. each 2 00
" Hydrochlor, 5 gr. tubes, each 60
Hydroquinone, oz. 5
Hydroxylamine Hydrochl. ½ oz., ea 1 25
Hyoscine Hydrobrom 1 gr. tube, ea 25
" Hydrochlor, 1 grain tubes, ea. 25
" Hydriodate, 1 gr. tubes, each. 25
" Pure Amorphous 1 gr. tube, ea 25
" Sulphate, 1 gr. tubes, each 25
Hyoscyamine Pure, Cryst., 1 grain tube, each 45
" True, from Hyoscyamine, Pure
Hyoscyamine, Cryst., 5 gr. tu., ea. 1 25
" Hydrobromate, 5 gr. tu., ea. 35
" Hydriodate, 5 gr tube., each 35
" Hydrochlor, 5 gr. tube, each 35
" Sulph. Amorphous, grains 35
Hypnone, oz. 50
Iatrol, oz. 1 50
Ichthalbin, oz. 60
Ichthargan, 10 gram. pckts., each 1 25
Ichthoform, oz. 1 40
Ichthyol, oz. 50
" Sodium, oz. 60
Ichthyol (substitute) oz. 20
Ingluvin, oz. 1 25
Insect Powder, lb. 40
Incense, lb. 45
Iodine, Bromide, oz. 30
" Chloride, Tri., oz. 50
" Commercial, oz. 30
" Resublimed, oz. 35
Iodochloride, oz. 80
Iodoform, Cryst. or powder, oz. 35
" Bitumenized, oz. 75
Iodoform, Deodorized, oz 60
Iodomuth, oz. 1 10
Iodoformogen, 25 grammes, each 60
Iodol, oz. 1 20
Iodopin, 100 gramme packet, ea., 1 25
Iodophenin, oz. 2 00
Iodothyrine, oz. 5 00
Iodopyrine, 10 gramme bottles, ea. 50
Ionone, grain 5
Iridin, ⅛ oz. each 90
Iron Acetate, oz. 20
" Albuminate Scale, oz. 20
" " Powd., oz. 30
" " Saccharated, oz. 25
" " Solution, lb. 50
" " Alum, oz. 5
" Ammonia Sulph., oz. 10
" Ammoniated, lb. 15
" Ammon Mur., lb. 50
" Arsenate, oz. 15
" Arseniate, oz. 15
" Arsenite, oz. 20
" Benzoate, oz. 20
" Bromide, oz. 25
" Hydrogen, oz. 10
" Cacodylate, oz. 55
" Carb., Precip., lb. 15
" " Saech., lb. 30
" Chloride, (Ferric), oz. 10
" " (Ferrous), oz. 12
" Chromate (Ferric), oz. 30
" Citrate, oz. 10
" " Amonia, lb. 60
" Citrate and Quinine, 1 p c., oz 17
" " 10 per cent., oz. 19
" " " B.P., oz. 22
" " " and Strych., oz. 25
" " " and Strychnine, oz... 27
" Dialysed, lb. 40
" Ferrocyanide, Pure, oz. 20
" " Soluble, oz. 12
" Filings, Iron, lb. 20
" Glycerophosphate, oz. 35
" Hypophos., oz. 25
" Iodide, oz. 40
" " Saccharated, oz. 3
" Lactate, oz. 10
" Lactophosphate, oz. 20
" Malate, oz. 1 60
" and Manganese Citrate, oz. 20
" " Ferrous, oz. 20
" " Peptonized, oz. 20
" " " Solution, lb. 65
" Nitrate Crystals, oz. 10
" Oxalate, oz. 15
" " Ferric Scales, oz. 25
" " and Ammonia 15
" " " Potassium, oz. 25
" " Ferrous, oz. 20
" " Oxide Commercial, lb. 25
" " Black, oz. 20
" " Brown, Pure, lb 65
" " Red, Saccharated, lb. 50
" Oxide, Brown, B.P., oz. 20
" " Red, oz. 10
" Peptonized, oz. 25
" Perchloride, oz. 5
" Persulphate, oz. 10
" Phosphate Scale, oz. 10
" " lb. 75
" Pyrites, lb. 25
" Pyrophos., oz. 10
" Pyrophos and Ammon Cit., lb 80
" " Soluble Scales, oz. 10
" Salicylate, oz. 20
" Sesquichloride, oz. 12
" Silicate, oz. 20
" Subsulphate, oz. 10
" Succinate, oz. 40
" Sulph., Exsic., lb. 12
" " Pure, lb. 10
" " Extra Pure, lb. 25

Iron, Sulphocarb., oz.	20	" " Opt., lb.	20	Losophen, (25 grammes), each	2 00
" Sulphocyanide, oz.	30	" " Pulverized, lb.	25	Lupulin, oz.	10
" Sulphuret, lb.	16	" Pulverized, lb.	25	Lycopodium, lb.	75
" Tannate, oz.	25	" Stramonium, lb.	20	Lycetol, oz.	3 25
" Tart and Potash, oz.	10	" Uva Ursi, lb.	20	Lysidine (25 grammes), each	2 00
" Valerianate, oz.	20	Lecithin (60 grn. tube), each	60	Lysol, 1 kilo, each	1 20
" Wire, fine, lb.	50	" Tablets (100 in bot.), bot.	75	" kilo, each	65
" Sulphide Lumps, lb.	20	Leeches, doz.	1 00	" ¼ kilo, each	35
" " Sticks, lb.	25	Lenigallol, (25 gram pckt.), each	1 65	" 100 grammes, each	20
Isinglass, American Fish, oz.	12	Leurirohin (25 gram. pckt.), each	1 00	Magnesium, Acetate, oz.	15
" Brazil, oz.	15	Leaves, Savin, lb.	15	" Ammonia, Phosphate, oz.	20
" Russian, oz.	30	" Senna, ordinary, lb.	16	" Borocitrate, oz.	10
Itrol, oz.	1 75	Lemon Peel, lb.	20	" Bromide, oz.	20
Jalapin, oz.	75	Leptandrin, oz.	50	" Carb. (ounces) lb.	20
Jalap Resin, oz.	4 00	Levulose, 100 grammes for	75	" " (ponderous) lb.	30
Iothion, oz.	1 50	Lime, Carbolate, lb.	10	" " (powdered) lb.	20
Juice Pawpaw, oz.	70	" Chloride, bulk, lb.	6	" " (Calcined), lb.	50
Kamala, oz.	25	" " Chloride, 1 lb.	7	" " (ponderous) lb.	35
Kaolin, lb.	10	" Chloride, ½ lb.	8	" Chloride, oz.	5
Kefir, fungi, oz.	1 00	" " ¼ lb.	12	" Citrate, lb.	30
Keratin, Peptonized, oz.	1 00	" Free from Sulphur, oz.	5	" Glycerophosphate, oz.	50
Kesselguhr, Natural, lb.	50	Liniment, Aconite, lb.	90	" Hypoyhosphite, oz.	30
Kola Nuts, lb.	40	" Belladonna, lb.	90	" Iodide, oz.	55
Kousso, oz.	20	" Camph. Co., pt.	75	" Nitrate, oz.	15
Koussein, oz.	6 00	" Cantharides, oz.	12	" Oxide, oz.	12
Kresol Cyst .C.P., oz.	50	" Chloroform, oz	5	" Phosphate, oz.	10
" Para, oz.	1 00	" Croton, oz.	10	" Powdered, oz.	25
" from Tar Oil	20	" Iodine, oz.	12	" Ribbon, oz.	60
Kressamine, oz.	1 06	" Opii, pint	1 00	" Salicylate, oz.	20
Kryofine, oz.	1 10	" Pot Iodide, oz.	10	" Silicate, oz.	15
Lactophenin, oz.	1 25	" Saponis Co., lb. B.P.	80	" Sulphate, C.P., dried, lb.	20
Lactucarium, oz.	75	" Sinapis Co., pt.	2 50	" " Commercial, lb.	3
Laevulose, Diabetic, 100 gm. tin,ea	80	" Terebinth, pt.	60	" Sulphite, oz.	10
" Syrupy, Microscopy, oz.	40	" Terebinth. Acet., pt.	55	" Sulphocarb., oz.	25
Lanoline, lb.	95	Liquor, Ammon. Acet., lb.	30	" Wire, oz.	60
Lard, Benzoated, lb.	3	" " Citras. Fort., lb.	50	Malakin, oz.	1 50
Largin (25 gram tubes), each	2 25	" Antim. Perchlor. lb.	17	Mallein (5 gramme tubes), each	1 00
Lead Acetate, C.P., Cryst., lb.	25	" Arsenici Hydrochlor., lb.	20	Maltose, oz.	1 00
" " lb.	12	" Arsenicalis, lb.	12	Manganese, Borate, oz.	10
" " Powdered, lb.	15	" Atropia Sulph., oz.	20	" Bromide, oz.	30
" Arsenate, Com'l, lb.	25	" Bismuth, lb.	45	" Carbonate, oz.	10
" Benzoate, oz.	25	" Camphor Co. for B.P. Tinc., lb	1 30	" Chloride, oz.	20
" Carbonate, Neutral, lb.	60	" Carbo Detergens, lb.	50	" Citrate, oz.	40
" Chloride, Pure, oz.	15	" Donovani, lb.	25	" Glycerophos., oz.	35
" Chromate, Fused, oz.	20	" Ferri, Acetas, Fort., lb.	65	" Hypophos., oz.	25
" Dioxide, oz.	10	" " Iodide, lb.	2 40	" Iodide, oz.	50
" Foil, Assay, lb.	30	" " Perchlor. Fort., lb.	12	" Metal, oz.	40
" Iodide, oz.	30	" " Pernit, lb.	20	" Oxide, pure heavy, oz.	15
" Monoxide, lb.	50	" " Persulph., lb.	25	" " Commercial, lb.	7
" Nitrate, Pure, oz.	10	" " Phos., lb.	80	" " Black, pure, lb.	50
" " Com., lb.	12	" Hydrarg, Perchlor, lb.	30	" Black, granular, lb.	10
" Oleate, oz.	25	" " Nit. Acid, lb.	1 00	" Pentonized, oz.	20
" Oxide, Black, oz.	10	" Plumbi, Acetas, lb.	12	" Peroxide, oz.	15
" " C.P., lb.	75	" Potassae, lb.	15	" Phosphate, oz.	20
" Oxalate, oz.	20	" Pot Citras, lb.	40	" Phosphite, oz.	15
" " Red, pure, lb.	50	" Santal Flav. Co., lb.	1 50	" Sulphate, oz.	10
" Peroxide, oz.	10	" Soda, Chlor., lb.	15	" Sulphite, oz.	40
" Powder, extra fine, lb.	1 90	" Soda Ethylate, oz.	25	Manganous, Chromate, oz.	45
" Protoxide, oz.	15	" Strychnine, lb.	40	" Sulphat, oz.	35
" Sesquioxide, oz.	50	" Zinci Chlor., lb.	60	Manna, oz.	10
" Silicate, oz.	10	" Acetate, oz.	55	Mannit, oz.	35
" Sulphate, C.P. oz.	16	" Benzoate, oz.	25	Medualladen, 25 grammes, each	4 00
" Sulphide, oz.	15	" Bromide, oz.	30	Menthol, oz.	75
" Tannate, oz.	25	Liquorice, Paste, lb.	25	Menthoxal, oz.	20
" Tartrate, oz.	15	" Powd. Extract, lb.	40	Mercaptol, oz.	25
" Test, lb.	25	" Solazzi, lb.	50	Mercuro-iodo-hemol, oz.	1 25
" Tetroxide, oz.	20	" Y. & S. sticks, 6 to pound, lb	30	Mercur-Thymol, Acetate, oz.	75
Leaves, Aconite, lb.	15	" " Acme Pellets, 5 lb. tins.	2 00	Mercury, lb.	95
" Bay, lb.	20	Lithia, Benzoate, oz.	20	" Acetate, oz.	20
" Belladonna, lb.	35	" Bitartrate, oz.	20	" Bichlor. (Corros. Sublimate) lb	1 15
" " Powdered, lb.	40	" Bromide, oz.	25	" " Pulv., lb.	1 20
" Buchu, lb.	1 50	" Carbonate, oz.	15	" Biniodide, oz.	25
" Chestnut, lb.	20	" Chloride, oz.	30	" Bisulphate, oz.	10
" Coca, lb.	40	" Citrate, oz.	15	" Bromide, oz.	60
" Damiana, lb.	50	" Glycerophos, oz.	90	" White Chalk, oz.	10
" Digitalis, lb.	25	" Iodide, oz.	50	" Chloride (Calomel) lb.	1 25
" " Pulverized, lb.	30	" Metal (15 gr. bots.) each	1 05	" Chl. Am. (White Precip.) oz.	15
" Eucalyptus, lb.	20	" Nitrate, oz.	50	" Cyanide, oz.	20
" Henbane, lb.	30	" Salicylate, oz.	20		
" Henbane, Pulverized, lb.	35	" Tartrate, oz.	75		
" Henna, lb	80	Litmus, Granular, lb.	60		
" Jaborandi, lb.	30	" Cubes, lb.	40		
" Matico, lb.	60	Loretin (25 grammes), each	60		

Mercury, Formate, oz.	25
" Gallate, oz.	40
" Iodo Chloride, oz.	35
" Iodo Viride, oz.	30
" Nitrate Cryst., oz.	15
" Nitric Oxide (Red Precip.) lb.	1 35
" Oleate, 10 p.c., oz.	5
" " 20 p.c., oz.	10
" White Morphia, oz.	20
" B.P., 1898, oz.	10
" Oxide, Flav., oz.	12
" Oxychloride, oz.	10
" Oxycyanide, oz.	30
" Oxycyanuret, oz.	55
" Salicylate, oz.	20
" Sulph. Flav. (Turpeth Min'l) oz	10
" " with Sulph. (Ethiops Min'l) oz.	10
" Sulphate, bi., oz.	15
" Sulphocyanide, oz.	20
" Tannate, oz.	20
Mesotam, oz.	60
Methylal, oz.	1 25
Methylene, Bichloride, oz.	40
" Iodide, oz.	2 05
Metol, oz.	70
Microcosmic Salts, oz.	15
Migrainin, 25 grammes, each	1 50
Milk Sugar, lb.	33
Mistura, Ferri Co., lb.	35
" Glycyrrhiza Co. (U.S.P.) lb.	50
Molybdenum, metal, pure, oz.	1 20
" Oxide, pure, oz.	1 55
" Sulphide, oz.	1 50
Morphia, Alkaloid, oz.	4 25
" Acetate, oz.	4 20
" Bromide, oz.	4 50
" Hydrobromate, oz.	5 75
" Meconate, oz.	5 35
" Muriate, oz.	4 20
" Phthalate, oz.	8 65
" Sulphate, oz.	4 75
" Tartrate, oz.	5 00
" Valerianate, oz.	6 05
Mollin, ½ kilo tins, each	1 00
Monochlorophenal, oz.	25
Moss, Iceland, lb.	20
" Irish, lb.	16
" " bleached, lb.	20
Mulberry Juice, oz.	10
Musk, Canton, oz.	1 50
" Pure grain, grain	10
Mydrine, 1 grain bots., grain	60
Myrtol, oz	1 50
Naptha, Mineral, pt.	30
" Wood, pt.	85
Napthaline, E.P., Cryst., oz.	12
" E.P., Pulv., oz.	15
" Balls, lb.	6
" Flake, lb.	7
Napthol, Alpha, Recryst, Medic'l, oz	25
" Beta, Recryst, Medicinal, oz.	10
" Beta, Benzoate, oz.	25
Narceine, Pure Cryst. ⅛ oz. each	1 50
" Hydrochlor, ⅛ oz., each	1 20
Narcotine, ⅛ oz., each	40
Neurodin, 25 grammes, each	75
Nickel, metal, oz.	15
" Bromide, oz.	25
" Carbonate, oz.	15
" Chloride, oz.	10
" Iodide, oz.	85
" Nitrate, oz.	10
" Oxide, oz.	15
" Phosphate, oz.	15
" Salt, lb.	25
" Sheet, oz.	10
" Sulphate, oz.	10
Nitro Benzene, oz.	20
Nosophen, oz.	1 75
Novaspirin, oz.	60
Nux Vomica, Powd., lb.	11
Nylanders, Reagent, lb.	1 00
Oil Amber, crude, lb.	40
" " rectified, lb.	50
Oil, Amygdal, Amara, pure, oz.	60
" " Artificial, oz.	10
" " Persic, oz.	15
" " Dulc., lb.	45
" Angelica, oz.	1 00
" Aniline, oz.	10
" Anise, oz.	20
" Apple, oz.	55
" Banana, oz.	10
" Bays Green, oz.	5
" Bay Rum, oz.	30
" Bergamot, oz.	60
" Cade, oz.	5
" Cajeput, oz.	12
" Camphor, lb.	30
" Capsicum, oz.	60
" Caraway, oz.	25
" Cassia, oz.	12
" Castor, English 1st, lb.	14
" " 2nds, lb.	13
" " Pharmaceutical, lb.	17
" " Italian, lb.	25
" " French, lb.	17½
" Cedar, Pure, lb.	1 25
" Cedar, No. 2, lb.	55
" " Wood, lb.	50
" Cedrat, oz.	60
" Cedri Ligni for Microscopy, oz	50
" Celery, oz.	1 00
" Chaulmoogra, oz.	12
" Chamomile, oz.	1 50
" Cinnamon, True, oz.	1 00
" Citronella, Coml., lb.	60
" " Opt., lb.	75
" Cloves, oz.	15
" Cocoanut, lb.	20
" Cod Liver, N.F. gal.	2 50
" " Norway, gal.,	2 75
" Cognac, green, oz.	1 75
" " White, oz.	5 50
" Cologne, oz.	80
" Copaiba, oz.	10
" Coriander, oz.	1 10
" Cotton Seed, gall.	80
" Croton, oz.	12
" Cubebs, oz.	45
" " Oleo Resin, oz.	40
" Cumin, oz.	45
" Dill, oz.	30
" Erigeron, oz.	20
" Eucalyptus, oz.	10
" Fennel, oz.	20
" Fusel, pt.	1 00
" Geranii Rose, Opt., oz.	2 00
" " " True, oz.	1 50
" " " Turkish, oz.	30
" Gin, oz.	1 00
" Golden Rod, oz.	50
" Goose, lb.	60
" Hemlock, Pure, lb.	1 20
" " No. 2, lb.	65
" Jasmine, oz.	80
" Juniper, Berries, oz.	12
" " Wood, lb.	60
" Lavender, English, oz.	1 25
" " Exotic, oz.	12
" " French, oz.	35
" " Garden, oz.	5
" Lemon, Opt., lb.	2 90
" " Grass, oz.	12
" Linseed, Boiled, gall.	68
" " Raw, gall.	64
" Mace, Essential, oz.	20
" Mace, Expressed, oz.	12
" Mullein, oz.	50
" Malefern, oz.	25
" Magnet, oz.	75
" Mustard, Artificial, oz.	35
" " Essential, oz.	50
" Myrbane, lb.	20
" Neatsfoot, gall.	1 30
" Neroli, oz.	4 25
Oil, Nutmegs, oz.	15
" Olive, Green, gall.	1 75
" " Yellow, gall.	1 50
" Orange, oz.	20
" " Bitter, oz.	30
" " Sweet, oz.	20
" Origanum, White, oz.	20
" " Red, Pre., lb.	75
" Origanum, No. 2, lb.	50
" Palm, lb.	20
" Palma Rose, oz.	40
" Patchouli, oz.	1 00
" Pennyroyal, oz.	25
" Pepper, black, oz.	90
" " Oleo Resin, oz.	2 50
" Peppermint, Amer., oz.	35
" " English, oz.	1 10
" " Todds, oz.	40
" Petit., gran., oz.	75
" Petrolatum, gall.	1 50
" Phosphorated, oz.	10
" Pimento, oz.	30
" Pine needles, oz.	20
" Pinus, pumilion, oz.	35
" Pinus, Sylvestris, oz.	15
" Poppy, oz.	10
" Rangoon, Pure, lb.	25
" Rhodii, oz.	6
" Rose, No. 2, ⅛th, each	2 00
" Rose, Virgin, ⅛th, each	2 30
" Rosemary, Opt., oz.	10
" " Coml., lb.	65
" Rue, oz.	20
" Rum, oz.	20
" Salad, Pure, gall.	3 50
" " Patent, gall.	1 15
" Santal, Opt., oz.	35
" " W.I., oz.	20
" Sassafras, lb.	1 75
" " Artificial, lb.	75
" Savin, oz.	20
" Sesame, gall.	2 00
" Skunk, lb.	60
" Spearmint, oz.	50
" Sperm, gall.	1 50
" Spike, Coml., lb.	35
" " Fleur. oz.	1 50
" Spruce, lb.	1 25
" St. Johnswort, lb.	50
" Tansy, oz.	35
" Tar, lb.	10
" " Birch, lb.	10
" Wine, oz.	50
" Wintergreen, oz.	20
" " Artificial, oz.	10
" Wormseed, oz.	25
" Wormwood, oz.	75
" Ylang Ylang, oz.	6 50
Oakum, lb.	12
Oil Cake, ground, lb.	3
Ointments, Belladonna, lb.	60
" Blue, lb.	50
" Boracic Acid, lb.	50
" Calmine, lb.	40
" Canthar, lb.	75
" Carbolic, lb.	40
" Cetaceum, lb.	75
" Conium, lb.	80
" Elder Flower, lb.	1 00
" Gallae, lb.	35
" " Co., lb.	80
" Hyd. Ammon. Chlor., lb.	60
" " Biniodide, lb.	75
" " Compd., lb.	1 25
" " Nitratis, lb.	55
" " Oxide Flav., lb.	90
" " Oxide, Rub., lb.	50
" Iodine, lb.	70
" " Compd., lb.	75
" Iodoform, lb.	1 00
" Picis, lb.	40
" Plumbi, Acetas, lb.	45

Ointment, Plumbi Iodide, lb. 1 20
" Resin, lb. 40
" Simple, lb. 40
" Sulphur, lb. 40
" Sulphur Compound, lb. 20
" Veratrine, lb. 2 00
" Zinci, Oxide, lb. 40
Oleocreosote, oz. 1 50
Oleo-Resin, Capsicum, oz. 50
" " Malefern, oz. 25
Opium, lb. 10 00
" Pulv. oz..... 75
Orange Peel 13
" Ground 15
Orexin, Basic, oz. 3 00
" Tannate, oz. 2 50
Orthoform, oz. 1 40
Ortol, oz..... 70
Ovarin Powder, oz. 3 60
Oxymel Squills, lb. 30
Oxysparteine Hydrochlorate, 15 gr. tube, each 65
Phenocoll, Hydrochlorate, 5 gram., bots., each 4 00
" Chloride, dry, 15 gr. bots., ea. 1 00
Pancreatine, Pure Active, oz. 35
Papaine, Finkler, oz. 2 50
" Merck's, oz. 65
Paracetphenetidine, oz. 10
Parachlorsalol, oz. 1 00
Paracotoin, 15 grain bot., each 35
Paracresol, oz. 30
Paraformaldehyde, oz..... 20
" Merck's, oz. 20
Paraldehyde, oz. 10
Paranephrin, 1-100 bots. 10 c.c. ea. 65
" and Cocaine, Hydroch, tubes of 1 gramme, each 35
Pelletierine, Sulphate, 15 gr. bot., each 1 75
" Tannate, 15 grain bot., each... 50
Pellotine, Hydrochlor, 15 gr. bot.ea 6 25
Pental, 10 gramme bot., each 75
Pepsine, Boudaults, oz. 1 40
" Scale, Pure Soluble, lb. 3 75
" " Pure, Soluble, oz. 15
Peptone, Meat Dry, oz. 30
Pepper, Long, lb. 40
Perhydrol, 50 gramme bots., each. 1 10
Petrolatum, Yellow, lb. 12
" White, lb. 15
" Snowwhite, lb. 25
Phenacetine, oz. 35
Phenamid, Powd., oz. 1 10
Phenocoll, Hydrochlorate, gram., each 35
Phenalgine, Capsules, oz. 1 40
" Powd., oz. 1 40
" Tablets, oz. 1 40
Phenazone, oz. 25
Phenol, Bismuth, oz. 85
" Chloride, oz. 40
Phenophthalein, ½ oz., each 10
Phenosalyl, oz. 25
Phenylene, diamine meta hydro.,oz 1 20
" Diamine para pure, oz. 1 25
Phenylhydroxine, Hydrochlor, oz. . 55
Phloroglucin, ½ oz., each 60
" Vanillin, ½ oz., each 20
Phosphorus, lb. 95
" Pentachloride, oz. 15
" Pentoxide, oz. 60
" Red, oz. 10
" Trichloride, oz. 55
Picrotoxin, oz. 5 00
Pilocarpine, Alkaloid, 5 gr. bot., ea 25
" Hydrobromate " " 20
" Muriate " " 20
" Nitrate " " 20
" Salicylate " " 25
" Sulphate " " 25
" Tannate " " 1 25
" Valerianate " " 25

Pipe Clay, in squares, lb. 6
Piperazine, ½ oz., each 50
" Tablets, 10 only, 16 grains ea. in tube, tube 1 25
Piperine, ½ oz., each 35
Pitch, Black, lb. 5
" Burgundy, lb. 10
Platinic Chloride, 5 per cent. sol.,oz 1 50
Platinum, Bichloride, ½ oz. bot., ea 3 00
" Chloride Solution, oz. 2 00
" Spongy, doz. pieces 5 00
" and Barium Cyanide, 5 grain 15
" Foil, grain 15
" Foil, grain 10
Platinum and Potash Chlor., oz.... 25 00
" Wire, grain..... 15
Plumbago, lb. 10
Podophyllin, oz. 30
Poppy heads, per doz..... 20
Potassium, pure, ½ oz., ea..... 30
" Acetate, lb. 50
" Acetate, C.P., lb. 55
" Arsenate, oz. 15
" Arsenite, oz. 15
" Benzoate, oz. 20
" Bicarb., lb. 30
" " Pulv., lb. 15
" " C.P., Cryst., lb. 40
" Bichromate, lb. 12
" " C.P., lb. Crystal 45
" Bisulphate, lb. 50
" Bisulphite, lb. 75
" Bitart., Pulv., lb. 28
" Bitart., Pulv., C.P., lb. 75
" Borate, oz. 10
" Borotartrate, oz. 60
" Bromide, lb. 53
" " C.P., oz. 10
" Carbonate, lb. 12
" " C.P., lb. 40
" Caustic, Purif. by Alcohol, lb. 85
" " Pure Sticks, lb. 55
" " Strictly C.P., oz. 20
" Chlorate, lb. 14
" " Pulv., lb. 16
" " Pulv., C.P., lb. 50
" "; C.P., lb. Crystal 45
" Chloride, lb. 30
" Chloroplatinate, 15 gr. bot., ea 1 15
" Chromate Yellow, C.P., oz. ... 10
" Citrate, lb. 70
" " Eff. Bishop's 1 lb. bot., ea 1 50
" And Cobalt Nitrite, oz. 1 25
" Cyanide, Com'l, lb. 22
" " C.P., lb. 35
" Ferri Cyanide, pure cryst., oz. 15
" Hypophosphite, oz. 10
" Fluoride, Pure, oz. 20
" Glycerophosphate, oz. 25
" Hydrogen Sulphide, oz., ... 25
" Metantimoniate, oz. 10
" Hyposulphate, oz. 50
" Hyposulphide, oz. 25
" Iodate, oz. 65
" Iodide, lb. 3 00
" " C.P., oz. 30
" Lactate, oz. 50
" and Mercury Iodide, oz. 50
" Metabisulphate, oz. 10
" Metal, ½ oz., each 35
" Metantimoniate, oz. 10
" Nitrate, lb. 8
" " C.P., lb. 20
" Nitrite, oz. 15
" Oxalate, Neutral, lb. 45
" Perchlorate, oz. 10
" Permanganate, lb. 20
" " Large Crystals, pure, oz. 10
" Picrate, oz. 30
" Phosphate, C.P., oz. 12
" Prussiate, Red., Cryst., lb. ... 50
" " Red, Pulv., lb. 60
" " Yellow, Cryst., lb. 20
" " Yellow, Pulv., lb. 25

Potassium, Pyrophosphate, oz. 15
" Salicylate, oz. 15
" Silicate, lb. 25
" " Pure, dry, oz. 40
" Silicofluoride, oz. 15
" And Soda Borotartrate, oz.... 20
" And Soda Tart., C.P., Cryst. lb 65
" Sulphate, Cryst., lb. 15
" " Pulv., lb. 20
" " For Fertilizing, lb. 6
" " C.P., Cryst., oz. 5
" " C.P., Powd., oz. 6
" Sulphite, oz. 20
" Sulphocarb, oz. 15
" Sulphocyanate, oz. 12
" Sulphide, lb. 60
" Sulphuret, lb. 25
" Tartrate, lb. 65
" Neutral, oz. 10
" Tellurate, 15 gr. tubes, ea 75
Propylamine, oz. 30
" Chlor., oz. 2 50
Protargol, oz. 1 70
Protan Powder, oz. 50
Pulvis, Aloes Co., lb. 30
" Amygdal, lb. 60
" Antimon Co., lb. 60
" Aromatic or Cinnamon Co., lb 75
" Creta Aromat., lb. 50
" " Camph., lb. 20
" " C. Opii, lb. 75
" For Mistura Creta, lb. 35
" Ipecac Co., oz. 12
" Jalap Co., oz. 5
" Kino Co., oz. 10
" Licorice Co., lb. 20
" Opii Co., oz. 10
" Rhei Co., lb. 50
" Scammony Co., oz. 30
" Seidlitz, lb. 20
" Tragacanth Co., lb. 45
" Thompson's Composition, lb.. 25
Ptyalin, Active, oz. 1 25
Putty Powder, lb. 60
Pyoktannin, Blue, oz. 2 25
" Yellow, 10 grammes for 80
Pyramidon, oz. 2 25
" Salicylate, oz..... .... 1 50
Pyrenol, oz. 1 05
Pyrocatechin, oz. 45
Pyridin, C.P., oz. 25
Pyrodin, C.P., oz. 1 60
Pyrogallol, Bismuth, oz. 1 35
Pyrolignine, oz. 1 20
Pyrozone, 3 per cent., doz. 5 50
Quartz., Cryst., oz. 8
Quassia, Chips, lb. 10
Quassin, Cryst., C.P., 15 gr. bot.,ea 2 25
Quinalgen, oz. 1 60
Quinapthol, oz. 3 00
Quinidine, Pure, Cryst., oz. 1 60
Quiniodine, Pure Cryst., oz. 30
Quinine, Acclosalicylate, oz. 90
" Acetate, oz. 65
" Alkaloid, oz. 85
" Arsenate, oz. 65
" Bisulphate, oz. 40
" Borate, oz. 75
" Bromate, oz. 75
" Bromide, oz. 40
" Cacodylate, oz 2 00
" Citrate, oz. 45
" Dihydrochlorate, oz. 1 25
" Ferro Cyanide Hydro., oz..... 50
" Glycerophosphate, oz. 1 25
" Hydrobromate, oz. 40
" Hydrochlorate, oz. 40
" Hydrochloride, oz. 40
" Hydriodate, oz. 50
" Hypophosphite, oz. 70
" Iodide, oz. 75
" and Iron Valerianate, oz. 1 00
" Lactate, oz. 50
" Phosphate, oz. 40
" Salicylate, oz. 50

Quinine, Sulphate, German, oz.	30
" " Howard's, oz.	30
" Tannate, oz.	30
" and Urea Hydrochlorate, oz.	60
" Valerianate, oz.	50
Quinoline, oz.	75
Resorcin, oz.	20
" Recrystal, oz.	15
" Resublimed, oz.	40
Rhigoline, lb.	75
Rice Flour, lb.	9
Rodinal, 3 oz. bottle for	50
Root, Aconite, lb.	25
" Aconite, Pulv., lb.	30
" Alkanet, lb.	25
" Angelica, lb.	30
" Arnica, lb.	30
" Belladonna, lb.	20
" " Powd., lb.	30
" Blood, lb.	20
" " Pulv., lb.	25
" Burdock, lb.	15
" " cut, lb.	20
" Calamus, lb.	50
" Colchici, lb.	30
" Columbo, lb.	15
" Curcuma, Pulv., lb.	15
" Dandelion, lb.	20
" Dock, Yellow, lb.	16
" Elecampane, lb.	15
" " Pulv., lb.	25
" Galangal, lb.	20
" Gentian, lb.	10
" " Pulv., lb.	15
" Ginseng, oz.	55
" Golden Seal, whole, lb.	8 25
" " Powd., lb.	9 00
" Hellebore, White, Pulv., lb.	16
" Ipecac, oz.	25
" Jalap, lb.	70
" " Pulv., lb.	75
" Leptandria, lb.	30
" Licorice, Extra Select, lb.	12
" " " small sticks, lb.	18
" " Pulv., lb.	13
" Mandrake, lb.	16
" " Gr'd, lb.	18
" Marshmallow, lb.	40
" Orris, lb.	20
" " Pulv., lb.	30
" Pareira Brava	20
" Pleurisy, lb.	20
" Pyrethrum, lb.	35
" Rhatany, lb.	50
" Rhei, E.I., lb.	60
" Rhei, E.I., Pulv., lb.	1 00
" " Turkey (so-called) oz.	15
" " " Pulv., oz.	20
" Sasparilla, Honduras, lb.	50
" " Mexican, lb.	20
" Senega, lb.	1 10
" Serpentaria, lb.	80
" Sombul, lb.	40
" Spigelia, lb.	80
" Squills, White, lb.	12
" " Pulv., lb.	20
" Stone, lb.	20
" Tormeatilla, lb.	40
" " Pulv., lb.	60
" Valerian, lb.	15
" Veratrum, Viride, lb.	25
Rosaniline, oz.	60
Saccharine, oz.	15
Saffron, American, oz.	7
" Spanish, oz.	1 00
Sal Acetosella, lb.	25
" Carlsbad, Artificial, lb.	15
" Craborchard, lb.	40
" Epsom, lb.	3
" " Howard's, lb.	5
" Glauber, lb.	2
" Nitre, (Potash) Crystal, lb.	9
" " Gran., lb.	9
" " (Soda) Cryst., lb	6
Sal. Nitre, Gran., lb.	30
" Prunella, lb.	30
" Rochelle, lb.	30
" Rochelle, lb.	60
" Rock, lb.	50
" Soda, lb.	75
Salicine, oz.	20
Saligenin, 15 gr. bots., each	15
Salol, oz.	40
Salipyrine, 25 grammes, each	75
Salophen, oz.	9
Sanguinarine, Alkaloid, 1.5 grain bots., each	50
" Nitrate, 5 grain bots., each	25
" Sulphate, 5 grain bots., each	30
Sanoform, oz.	25
Santonine, oz.	30
Santyl, Liquid, oz.	20
" Tablets, tube	30
Saponin, ⅛ oz. bot.	20
Scillipicrin, 15 gr. bots., each	25
Scopolamine, Hydrochlor, 5 gr. bot. each	15
Seeds, Aagelica, lb.	17
" Anise, lb.	50
" " Pulv. lb.	30
" " Star, lb.	15
" Annatto, lb.	15
" Burdock, lb.	20
" Canary, lb.	16
" Cardamon, Decort, lb.	15
" " Malabar, lb.	25
" " Pulv., lb.	20
" Caraway, lb.	10
" Caraway, Pulv., lb.	15
" Celery, lb.	55
" Colchici, lb.	8 25
" " Pulv. lb.	9 00
" Conium, lb.	16
Seeds, Coriander, lb.	25
" " Pulv., lb.	70
" Croton, lb.	75
" Cumin, lb.	30
" " Pulv., lb.	12
" Dill, lb.	18
" Fennel, lb.	13
" " Pulv., lb.	16
" Flax, lb.,	18
" Pure Ground, lb.	40
" Foenugreek, Pulv.,	20
" Hemp, lb.	30
" Hyoscyamus, lb.	20
" Hyssop, lb.	20
" Jambul, oz.	35
" Lobelia, lb.	50
" Maw, lb.	60
" Mustard, White, lb.	1 00
" Pumpkin, lb.	15
" Quince, lb.	20
" Rape, lb.	50
" Sabadilla, lb.	20
" " Pulv., lb.	1 10
" Stavesacre, lb.	80
" " Pulv. lb.	40
" Stramonium, lb.	80
" Stropanthus, oz.	12
" Suallower, lb.	20
" Wormseed, lb.	20
Seleaium, in sticks, oz.	40
Silica, Powd., oz.	60
Silver, Bromide, oz.	15
" Chloride, oz.	25
" Citrate, oz.	60
" Cyanide, oz.	15
" Iodide, oz.	7
" Metallic, Pulv., oz.	1 00
" Neuclinate, oz.	25
" Nitrate, cryst., oz.	15
" Fused, oz.	40
" Oxide, oz.	3
" Precipitated, oz.	5
" Sulphate, oz.	2
" Wire, oz.	9
Snuff, Copenhagen, lb.	9
Snuff, Macc, lb.	6
" Scotch, lb.	1 40
" " Lorillards, lb.	65
Soap, Arsenical, lb.	65
" Barilla Ash, lb.	90
" Castile, Conti, lb.	40
" " Shell, lb.	25
" " Pulv., lb.	18
" Curd, lb.	12
" Cocoanut, lb.	18
" Soft, English, lb.	35
" Viride, lb.	25
" Whale Oil, lb.	12
Soda, Acetate, lb.	30
" " C.P., oz.	20
" " Pure, fused, oz.	5
" Aluminate, oz.	1
" And Ammonia Phos. (Microcosmi Salts), lb.	15
" Arsenate, Pure, dry, oz.	85
" Arsenite, Pure, oz.	15
" Ash, lb.	10
" Benzoate, oz.	3
" " from Benzoic Acid, oz.	6
" Bicarb., lb.	35
" " Chance's, lb.	4
" " Crystals, lb.	10
" " Howard's, lb.	40
" Bichromate, fused, oz.	15
" Biphosphate, oz.	5
" Bisulphate, pure cryst., lb.	12
" Bisulphite, lb.	45
" " Coml., Dry, lb.	30
" " Pure, Dry, lb.	25
" Bitartrate, Cryst., oz.	40
" Bromide and Caffeine Cit., lb.	10
" Bromide, Gran., lb.	1 00
" Cacodylate, oz.	58
" " ⅛ oz.	1 30
" Carb., C.P., Cryst., lb.	15
" " C.P., Dried, lb.	35
" Carbolate, oz.	35
" Caustic, lb.	25
" " Gran., lb.	6
" " Sticks, lb.	10
" "Sticks, pure, by alcohol, lb	40
" Chlorate, lb.	60
" Chloride, pure, oz.	30
" Choleate, oz.	12
" Cinnimate, oz.	20
" Citrate, oz.	75
" Dithio Salicylate Beta, oz.	10
" Ethylate, Dry, oz.	1 25
" " Solution, oz.	1 00
" " Richardson's, oz.	25
" Fluoride, oz.	75
" Formate, oz.	10
" Glycerinophosphate, oz.	15
" Hippurate, oz.	20
" Hypochlorite, Solution, oz.	90
" Hypophosphite, oz.	10
" " C.P. oz.	10
" Hyposulphate, oz.	50
" Hyposulphite, lb., C.P.	25
" Iodide, oz.	20
" Lactate, Syr., oz.	30
" Meconite, oz.	25
" Metaphosphate, oz.	2 25
" Naptholate, oz.	25
" Nitrate, Crude, lb.	75
" " Pure Cryst., oz.	5
" Nitro-prusside, oz.	10
" Nitrite, lb.	40
" " C.P., sticks, oz.	60
" Oleate, oz.	10
" Oxalate, oz.	25
" Paracreosotate, oz.	10
" Sodium, Perborate Medicin. oz	71
" Permanganate, oz.	40
" Phosphate, Gran., lb.	30
" " Pure, lb.	10
" " C.P. Cryst., lb.	20
" " C.P., Pulv., lb.	35
	40

Soda Phosphate, C.P., dry, lb.		55
" Phosphite, oz.		40
" Phosphomolybdate, oz.		20
" Pyrophosphate, lb.		90
" " Pure, oz.		15
" Salicylate, lb.		81
" " Natural, oz.		60
" Santoninate, oz.	1	..
" Silicate, lb.		6
" " Natural, oz.		4[illegible]
" Silicofluoride, oz.		35
" Succinate, oz.		40
" Sulphate, C.P., Cryst., lb.		25
" " C.P., Dried, lb.		35
" Sulphite Cryst., or Gran., lb.		7
" " C.P., lb.		25
" " Dried, C.P., lb.		50
" " Pure, Recryst., oz.		25
" Sulphocarb., oz.		10
" Sulphosalicylate, oz.		65
" Sulphovinate, oz.		30
" Tannate, oz.		20
" Tartrate, C.P., oz.		55
" " Neutral, oz.		15
" Tellurate, 15 grains for		25
" Tetroborate, oz.		15
" Tungstate, lb.		75
" " C.P., oz.		20
" Uranate, oz.		40
" Valerianate, oz.		45
Sodium, Metal, $\frac{1}{8}$ oz. bots. each		18
" Acetic, Theocin, oz.	3	25
" Fluoride, oz.		20
" Glychollate, oz.	2	00
" Iodide, oz.		40
" Plumbate, oz.	..	25
" Stannate, oz.		20
" Sulphohydrate, oz.		30
Solanine, 15 gr. bots., each	2	25
Solution Clemens (Arsenic Brom.)lb		50
" Dobell's, lb.		20
" Fehlings No. 1 oz.		5
" Fehlings No. 2, oz.		10
" Hydrarg, Bichlor., lb.		65
" Nitroglycerine, 1 per. cent., oz		10
" " 10 per cent., oz.		20
" " 25 per cent., oz.		35
" Potash Hydrosulphide, lb.		40
" Platinate, oz.		15
" Soda, Hydrochlorate, oz.		25
" Vlemmicks (Calc. Sulph.), Wr		65
" Normal Volumetric, Ac. Hydrochlor, Wr.	2	25
" " " Sulph., Wr.	2	25
" " " Potash, Wr.	2	25
Somatose, oz.		50
" " and Iron, oz.		60
Somnal, oz.		65
Sozoidol. Mercury	0	50
" Potassium, oz.	1	25
Soy, Indian, gal.		75
Sozoidol, Mercury	1	50
" Potassium, oz.	1	25
" Sodium, oz.	1	25
" Zinc., oz.	1	30
Spartein, Sulph. $\frac{1}{8}$ oz., bot., each		25
Spermaceti, lb.		50
Spirits, Ammon.. Aromat., lb.		65
" Camphor, pt.		85
" Chloroform, lb.		65
Stannous, Chloride, C.P., oz.		15
" Nitrate, (solution), oz.		30
" Sulphate, oz.		40
Stannic Chlorate, C.P., oz.		25
" Chloride, oz.		40
Stannic, Sulphate, oz.		40
Starch, Iodized, oz.		15
" Powd., lb.		8
Stearine, lb.		30
Stovaine, 5 gram., each	1	00
Strontia, Acetate, oz.		15
" Bromide, oz.		10
" Carbonate, oz.		10
" Chlorate, oz.		20

Strontia, Chloride, oz.		30
" Iodide, oz.		35
" Lactate, oz.		15
" Muriate, oz.		5
" Nitrate, lb.		20
" " Dry, lb.		25
" Oxalate, oz.		10
" Oxide, Caustic Cryst.,pure,oz.		10
" Phosphate, oz.		15
" Salicylate, oz.		15
" Sulphide, oz.		15
Stropanthin, oz.	2	00
Strychnine, oz.	1	05
" Acetate, oz.	2	00
" Arsenate, oz.	2	00
" Arsenite, oz.	2	00
" Citrate, oz.	2	55
" Glycerophosphate, oz.	3	20
" Hydrobromate, $\frac{1}{8}$ oz. for		35
" Hydrochlorate, $\frac{1}{8}$ oz. for		15
" Hypophos., $\frac{1}{8}$ oz. for		40
" Nitrate, $\frac{1}{8}$ oz. for		[illegible]
" Phosphate, $\frac{1}{8}$ oz. for		20
" Salicylate, $\frac{1}{8}$ oz. for		25
" Sulphate, oz.	1	00
" Valerianate, $\frac{1}{8}$ oz. for		
Stypticin, 15 grain bot., each		40
" Tablets, box., each		55
Styptol Tablets, tubes of 20, each.		45
Styrone, liq., oz.	1	50
Succus Conium, lb.		[illegible]
" Tarax, oz.		10
Sucrol, oz.	1	25
Sulfonal, oz. (Mercaptol)		20
Sulphaminol, oz.	2	00
Sulphur, Chloride, oz.		20
" Iodide, oz.		45
" Precipitated, lb., pure		25
" " Opt., lb.		20
" Powdered, lb.		[illegible]
" Sublimed, lb.		4
" " Extra, lb.		4½
Sulphur, Roll, lb.		5
" Vivum, lb.		6
Symphoral, 25 grammes for	2	50
Tamarinds, lb.		10
Tannalbin, oz.		50
Tannigen, oz.		85
Tannoform, oz.		40
Tannopine, oz.	1	[illegible]
Tar, Barbadoes, lb.		12
" Stockholm, lb.		15
Tartarus Borascutas, oz.		20
Terebene, oz.		15
Terpin, Hydrate, oz.		10
" Peroxide, oz.	1	00
Terpinol, Liquid, oz.		15
Tetraethyl, Ammonium Hydroxide $\frac{1}{8}$ oz. for	1	50
Tetronal, 25 grammes for	3	50
Thalline, Tartrate, oz.	3	25
Thallium Sulphate, $\frac{1}{8}$ oz., ea		60
Theine, oz.		70
Theobromine, oz.	1	25
" Salicylate, oz.		15
" and Soda Salicylate, oz.		70
Theocine, Soda Acetate, oz.	3	00
Thermodin, 25 grammes for	2	00
Thermol, oz.	1	00
Thiocarbamide, oz.	1	00
Thiocin, oz.	3	60
Thiocol, oz.	1	40
Thioform, oz.		75
Thiol, oz.		40
Thiosinamine, oz.		90
Thorium, Nitrate, $\frac{1}{8}$ oz. each		20
Thymol, oz.		20
Thyraden, 25 grammes for	1	30
Thyroidine, oz.	1	25
Thyriodin, 25 grammes for	1	25
Tin, Metal Sticks, oz.		15
" Granulates, lb.	1	20
" Mono Sulphide, oz.		25
" Powder, Fine, oz.		20

Tin. Rasped, oz.		12
Titanum, oz.		75
Toluene, lb.		60
Tow, lb.		30
" Carbolated, lb.		[illegible]
" Styptic, lb.		35
Tribromphenol, oz.	1	60
" Bismuth, oz.		[illegible]
Triethylate, oz.		60
Triferrin, oz.	1	20
Trikresol, oz.		15
Trimethylamine, oz.		55
Trional, oz.	1	–
Triphenin, oz.		65
Tropacocaine, 5 grains for		20
Trumaticin, oz.		20
Tumenal, 25 grammes for		55
Turpentine, China, oz.		40
" Venice, lb.		12
Unguentum, Crede, oz.	1	
Uranium, Acetate, oz.		75
" And Ammon Fluoride, oz.	1	10
" Chloride, oz.		60
" Iodide, oz.		75
" Nitrate, oz.		60
" Oxide, oz., Blk.		60
Uranium Sulphate, oz.		60
" Sulphocarbolate, lb.		80
Urea Crystals, Pure, oz.		20
" Nitrate, oz.		45
Urecedin, oz.		60
Urethane, oz.		50
Urotropin, Schering's, oz.		75
Valerianate, Merck's, $\frac{1}{8}$ths	5	50
Validol, 25 grammes, ea.	1	25
Vanilline, oz.		50
Veratria, Pure, $\frac{1}{8}$th, oz. for		40
Verdigris, balls, lb.		20
" Pulverized, lb.		50
Veronal, oz.	1	80
" Tablets, tubes of 10 each		70
Vinegar, Cantharides, lb.		60
" Squills, lb.		10
Water, Anise, lb.		10
" Camphor, lb.		10
" Cherry Laurel, lb.		25
" Chlorine, lb.		10
" Cinnamon, lb.		8
" Dill, lb.		10
" Distilled, gall.		15
" Elderflower, lb.		30
" Fennel, lb.		10
" Lime, pt.		7
" Orange Flower, lb.		25
" Peppermint, lb.		20
" Rose, lb.		25
Wax, Bayberry, lb.		45
" Brazil or Carnauba, lb.		70
" Ceracine, lb.		30
" Japan, lb.		25
" Paraffin, Sterilized, 25 gram packages, each		65
" Parafine, lb.		20
" White, No. 1, lb.		70
" " No. 2, lb.		50
" Yellow, (Beeswax) lb.		55
Wine, Aloes, B.P., lb.		60
" Antimony, lb.		35
" Colchici, Rad., lb.		50
" " Sem., lb.		[illegible]
" Ergot, lb.		50
" Ipecac, lb.		60
" Iron, lb.		40
" " Citrate, lb.		50
" Opium, lb.		90
" Orange, lb.		25
Xylol, oz.		10
Yohimbine, Cryst. (3 gr. tubes) ea.	1	50
" Tablets, (tubes of 10), each		90
Zinc, Acetate, pure, oz.		5
" Benzoate, oz.		20
" Bromide, oz.		15
" Carbolate, oz.		15
" Carbonate, lb.		30

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The Canadian Druggist

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THE

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ENGLAND—C. Rivington Shill, 88 Chancery Lane, London, W. C. Telephone 8936, Central.

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DATE OF MEETING OF THE CANADIAN PHARMACEUTICAL ASSOCIATION.

The executive committee of the C.P.A. in conjunction with the B. C. Pharmaceutical Association, have decided on August 5th, 1912, as the date for holding the annual meeting of the Canadian Pharmaceutical Association in Vancouver, B. C. After careful consideration the joint committees appointed for the purpose, have decided this to be the most suitable date for the meeting, and it is hoped and expected that there will be a large attendance of pharmacists in Vancouver on this occasion. We understand that the executive are already in negotiation with the railroad companies in reference to rates, and the result of their work will be announced as soon as possible.

There is only one reason that possibly could militate against the success of the forthcoming meeting, and that is, that the place of meeting is held at the extreme westerly part of the Dominion. The extreme east (Halifax) was the favored spot in 1910, Montreal in 1911 and now Vancouver for 1912, and we would suggest that the executive take into consideration whether the interest, and it is scarcely possible for a large numserved in the future by having the meeting as centrally located as possible, not to go any further West than Winnipeg, nor east than Montreal. There is no doubt that numbers increase the interest, and it is scarcely possible for a large number to be present from Eastern Canada at a point in the extreme West, at least in any such number as we should desire to see.

The larger the attendance at this meeting the more effectively can interest be sustained in the working of the Association, and we hope to see the day when not less than 500 of the pharmacists of Canada show their interest in the welfare of the C.P.A. by attendance at the annual meetings.

Now for 1912. Let every pharmacist who possibly can, even if he has to strain a point, attend the meeting at Vancouver. The time is an opportune one, just when most of our business men are taking their holiday jaunt, and no trip could be better from an educational as well as a pleasure giving point of view, than this trip through the great West of Canada. Besides our Vancouver friends, as well as all the B.C. Pharmacists look for a large attendance from Eastern Canada. Put this down amongst your list of "engagements" for 1912.

ARE YOU GOING TO LEAP?

A contemporary in another line of business takes advantage of the fact that this is "Leap Year," and uses it as a text to impress upon its readers the benefit which may be derived from a consideration of the "Leap Year" opportunity.

After dealing a little on the usual opportunities which are associated with this year, when the blushing maiden comes to the relief of the bashful young man in making a serious proposal, it talks of the business man's proposition for the year, and his decision as to the steps to be taken in the "engagement of customers in order to increase his business.

As with the maiden, so with the druggist who expects to succeed in his business affairs during the year. Advance must be made to the public both by advertising, store display, and in every way possible to make business "leap" during the next twelve months.

You are a selling organization, and the condi-

tions which exist make it necessary that you should push ahead for business, and if trade is not coming to you in as large a measure as you believe it should, have some of the spirit of Leap-Year, get after the public and make the proposition so attractive that you will engage them to be regular customers.

Systematic, intelligent work will bring you the business if the effort is properly made, only you must put forth the effort.

VANCOUVER DRUGGISTS' ASSOCIATION.

(Received too late for insertion in January issue.)

On December 7th a joint meeting of the committees of the Retail Druggists' Association of Vancouver and the committee appointed by British Columbia Ph. A. Association held a meeting at which Messrs. Watson, Ferguson and McDuffee, represented Vancouver Retail Druggist's Association. Messrs. McKenzie, Burns, Brown and Knowlton, represented British Columbia Ph. A.

Mr. C. Nelson represented C.P.A. Mr. Nelson was appointed chairman of the joint committee. E.S. Knowlton, Treasurer; J. W. Brown, Secretary.

The committee recommend that the convention be called for Monday, August 5th, 1912, and also that the entertainment this year of the delegates be so arranged as not to interfere with the business of the convention, and further, that the entertainment shodld be purely a Retail Druggist's entertainment.

The Secretary was instructed to communicate with Professor Joseph P. Remmington, of Philadelphia, a distinguished member of the British Columbia Ph. A., to see if he could be induced to come to Vancouver to be present at the convention.

Mr. Nelson immediately after the meeting gave the suggested date to the Secretary, Mr. G.E. Gibbard, and at a meeting of the sub-committee appointed to look after details, Mr. Nelson reported that he had received a reply from Mr. G. E. Gibbard and others, expressing satisfaction with the suggested date, and he accordingly named August 5th, 1912 as the opening date of the convention.

THE STUDY OF BACTERIOLOGY.

Our readers will remember that in a previous issue a correspondent suggested the inclusion of the study of Bacteriology in the College course for students in Pharmacy, thus giving the forthcoming pharmacist another adjunct to his line of professional work, which would be of material benefit to him.

Dr. David Ellis, in an address before a body of pharmacists, laid particular stress on the advisability of such a course of study. We give the address in this issue, and although it occupies considerable space, we believe it is desirable to bring it before our readers at this time.

BUSINESS IN SOUTH AFRICA.

For those of our readers who desire any information in regard to business matters in connection with the drug and chemical trade in South Africa, we are pleased to state that we have arranged with a competent person in Capetown to whom all enquiries will be referred and from whom authorative statements will be given to any enquiries forwarded. Every enquiry must come through this office, and the answer will be given as quickly as possible.

Canadian trade with South Africa has developed wonderfully, and we look for a further considable increase in the exploiting of Canadian goods on the market.

From the "African World" we clip the following:

"Under the head of 'Canada's Activity in Trade development,' an American contemporary says: 'Eminently satisfactory results have followed the offer of Messrs. Elder Dempster Co., Limited, to grant free transportation to commercial travellers representing Canadian houses who deeire to open business in South Africa. Last year a gentleman visited that colony in the interests of one or two of the largest manufacturers in Canada. After he had been there a short time a few small shipments resulted, but on the last sailing from Canada no less than 12½ carloads of goods were shipped from two Canadian houses alone. This is a direct result of the enterprise shown not only by the steamship company referred to, but by the two Canadian firms which saw fit to avail themselves of the offer of that company.'

CONGRESS OF APPLIED CHEMISTRY.

The Eighth International Congress of Applied Chemistry will be held in Washington and New York in September, 1912.

Prospective authors of contributions, etc., may obtain the rules on papers, their presentation, discussion and publication, on application to the Secretary, Barnhard C. Hesse, 25 Broad St., New York City.

Because you have never heard of the article for which you have a call, it is not indisputable evidence that it does not exist. Better never deny the existence of anything a customer asks for. Rather say you will get it for him if it is to be had.—Ex.

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75c Profit on Each Box

Large Assortment of
ATTRACTIVE WINDOW AND COUNTER DISPLAY ADVERTISING
in Each Box——all in
LITHOGRAPHED COLORS

Frosst's Perfected Blaud Capsules

S.E.C. No. 71 "Frosst" Blaud Tonic Laxative, R 2.
S.E.C. No. 72 "Frosst" Blaud Arsenic & Quinine.
S.E.C. No. 73 "Frosst" Blaud & Quinine Compound.
S.E.C. No. 74 "Frosst" Blaud, Nux Vomica & Quinine.
S.E.C. No. 75 "Frosst" Blaud & Strychnine.

Five new capsules, manufactured with the same care of detail which characterizes the products of "Frosst."

Physicians appreciate the fact that Frosst's Capsules contain true Ferrous Carbonate in a fresh condition.

Charles E. Frosst & Co. **Montreal**

The Leading Line

Beecham's Pills

- Notice to the Trade -

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion, and the fact that Beecham's Pills are so well-known and valued by the residents who have come from the British Isles, the demand is rapidly increasing, and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price. The following firms are the Distributing Agents:

All Depots and Branches of the National Drug & Chemical Co. of Canada, Limited.
Messrs Lymans Limited., Montreal.
Messrs Lyman Bros. & Co., Limited, Toronto.
Messrs Martin Bole & Wynne Company, Winnipeg.

WHOLESALE PRICES:

Less than one dozen	$2.30 per dozen	less 5%
One dozen	2.20 " "	
Six dozen	2.10 " "	

NOW IN STOCK

The Second British Pharmaceutical Codex

The work contains specially-prepared descriptions of

ALL DRUGS AND MEDICINES IN COMMON USE

throughout the British Empire and the United States of America, with Chemical, Pharmacological, Prescribing and Dispensing Notes, and an extensive Formulary of Galenical Preparations which are not official in the British and United States Pharmacopœias. The monographs are arranged so as to show at a glance any particular information that a prescriber or dispenser may require, and at the end of each monograph are given such particulars regarding the recognized preparations of the drug as a prescriber usually requires, so that he will be saved the trouble of frequent reference to the index.

THE B. P. C. FORMULARY,

which constitutes the second part of the book, contains all the special Codex formulæ with working directions, and with all quantities given in both centesimal proportions and British weights and measures. It is worthy of note that all the B. P. C. preparations have now been made and thoroughly tested before inclusion in the work.

MUCH NEW MATTER HAS BEEN ADDED

and the number of pages nearly two hundred more than in the original Codex, the use of a specially thin but opaque paper making the volume both thinner and lighter.

Having made special arrangements with the publishers we are able to supply the book at

Three Dollars per copy, or $3.30 post paid.

It is advisable that orders should be sent in as soon as possible in order to secure prompt shipment. The last edition was oversold and all orders could not be filled. Orders sent in now accompanied by cash will be filled in the order received.

THE CANADIAN DRUGGIST, Toronto, Canada.

FIGURE PROFITS ON SELLING PRICE.

"Let well enough alone" has a very comfortable sound, but there is nothing in it, which enables a man to get ahead.

Most retailers are satisfied with their methods. They think they are making money. But here is a letter which suggests a reason for the many failures among these same satisfied retailers. The story was told in a letter to the service department of a large manufacturer of store equipment.

This paper has often tried to point out the necessity for figuring profits on the selling price, but the story so strongly illustrates the point that we print it for what it is worth.

The retailer, whose name we cannot give because it might affect his credit, is in business in Indiana. He thought until a week or so ago that he was going to make a good profit this year in addition to his salary, but he has actually discovered that he has lost $1,125.

"I started the year," he said, "with $1,100 in the bank and a stock inventory of $3,150. Doing a cash business, I had no outstanding accounts, and my accounts payable amounted to only $550. Assets $4,550. Liabilities $550.

" My business for the year aggregated $10,600. My stock inventory at the end of the year is $3,250. My bank balance is $600. Accounts payable against me aggregate $975. I have drawn nothing from the business, except my salary of $100 a month. Assets $3850. Liabilities $975.

"I found that my cost of doing business was 22 per cent., including my salary. I figured that I should make a profit of 10 per cent. and marked all my goods for that profit.

I made my purchases carefully so that my stock did not pile up. I handled only such goods as I was able to move and could make the 10 per cent. profit on.

"But I find my inventory smaller, my bank balance smaller, and my debts bigger at the end of the year.

"I expected a profit above expenses of $2,500. I thought I had that profit, but my year-end statement shows that I have lost $1,125.

"Can you, tell me the answer to this puzzle?"

His mistake was this: He took his cost of doing business and his profit from the cost price. He should have taken both from the selling price.

He has less money in the bank. He owes more. He has less stock. He has not made 10 per cent.—that is plain. Instead he has lost the amount of the decrease in stock and cash, and the amount of the increase in debts.

Why? The service department of the manufacturer to whom he wrote, figured out the problem for him. He thought he was adding 10 per cent. for profit, but in reality he did not add anything for profit.

Suppose an article cost him $2.25. Suppose cost of doing business was 22 per cent. and it was desired to fix a price that would allow 10 per cent. profit. He added 32 per cent to the cost price of $2.25, and thought he was adding 10 per cent. for profit.

He had estimated his cost of doing business, of course, as 22 per cent. on his gross business, or on the selling price of the article. Instead of allowing 22 per cent. on the selling price for cost of doing business, he added 49.5 cents to the cost price. Instead of allowing 10 per cent. on the selling price for profit, he added 22.5 cents to the cost price. It really cost him almost 73 cents to sell the article, one cent more than both the amounts he added.

Here is the difference: The article was sold for $2.97 or probably $3, when it has to be sold at $3.31 to get 10 per cent. profit. He needed a gross business of over $50,000 on the same wholesale cost to make his 10 per cent. profit.

Prove the figures: 22 per cent. on $3.31 is nearly 73 cents. 10 per cent. on $3.31 is a little over 33 cents. Adding 73 and 33 gives $1.06. Adding this to $2.25 gives us $3.31.

The whole problem hinges here: Figure your percentages on the selling price.

PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF QUEBEC.

The Preliminary Board of Examiners held their quarterly examination in Montreal and Quebec, when 30 candidates presented themselves.

The following names by order of merit, are those that have passed, namely: M M. Donat Charland, Louis Robert, Ephrem Laplante and Paul Asselin.

The following passed on all subjects but one and will have to present themselves at the next examination for that subject.—M. M. Armand Montpetit, Marcellin Lacoste, Ovide Pepin, Olivier Aubin and Sam. Shmerling.

The examiners were:— Professors J.O. Casegrain, of the Jacques Cartier Normal School and Isaac Gamell of the High School with M.M A.J. Laurence as general supervisor, and Victor Giroux supervisor for Quebec and vicinity.

The next examination will take place on the 4th of April.

KENT-M'CLAIN AGAIN.

Mr. Geo. H. Hanna, of 221 Spadina ave., in making recent store improvements, adopted the "Roman" marble base all glass construction case made only by Kent-McClain, Limited, (Toronto Show Case Co.)

CHEAP EXTRACT OF MALE FERN FOUND BADLY ADULTERATED

The inferior quality of some supplies of extract of male fern recently placed on the market were lately made the subject of comment in the British Pharmaceutical Press. (See Chemist and Druggist, Nov. 11, 18 and 25; "British and Colonial Druggist," Nov. 21.) The remarkable difference in price between the quotations at which this article has been offered by some dealers, as compared with those of the makers—who declared that it was impossible to supply a really reliable extract at the very low figures quoted by some competitors—called for an explanation, particularly as the cheap article offered was guaranteed B. P.

A sample of the cheap article was analyzed in the laboratory of E. Merck, Darmstadt, and the result showed that this product had been adulterated by the addition of 25 per cent. of castor oil; further, that it contained only about 8 per cent. of crude filicin, whereas Merck's extract of Male fern contains about 21 to 25 per cent. These figures have since been verified by other investigators.

Leaving out the question of the possible consequence to the patient arising from the use of an inferior drug, it must be remembered that it is upon the integrity of the pharmacist that the doctor's suspicion falls when a drug fails in its action. A case of this kind must forcibly bring home to the pharmacist the necessity of obtaining his supplies from a really reliable manufacturer with a reputation at stake, particularly of such articles as do not lend themselves to easy investigation.

CAN YOU SUPPLY THESE SOLUTIONS?

Sterilized solutions in sealed glass ampoules for hypodermic use are now much in vogue. Their prompt adoption by physicians is easily explained. Solutions so provided have important advantages over those prepared in the ordinary manner. They are aseptic. They are ready for immediate injection. There is no necessity to wait until water can be sterilized and cooled. Accuracy of dose is ensured, each ampoule contains a definite quantity of medicament.

It was something like two or three years ago, if we mistake not, that Parke Davis & Co., perceiving a probable demanh for these ready-to-use solutions, brought out half a dozen formulas—solutions, of Adrenalin, Codrenin, Cacodylate of Sodium and others. From this small beginning the line has expanded until now the company announces a total of about twenty distinct formulas. The full list, we understand, is now appearing in display advertisements in the leading medical and pharmaceutical journals of the country. Pharmacists will do well to look up these announcements and familiarize themselves with this fine line of solutions, for which there is certain to be a large and constantly growing demand.

MANITOBA PHARMACEUTICAL ASSOCIATION.

MINOR EXAMINATIONS.

The following were the successful candidates at the December examinations of the Manitoba College of Pharmacy:

Honor list (in order of merit)—C. A. Mooney, W. R. Turner, A. E. Heaslip, (A. Barbour, A. Carothers, N. G. Loyns.

Pass List (alphabetically arranged)—P. R. Biller, R. H. Boyer, M.R. Burnett, Miss M. C. Carmichael, W. H. Ferg, A. E. Hingston, J. Johnston, A. A. Jones, L. LePlastrier, H. Monheit, Miss E. MacMurchy, H. Nightingale, J. W. Primrose, H. E. Ramage, G. C. Smith, J. N. Somerville, C. N. R. Still, F. T. Westcott.

C. A. Mooney is awarded the Association silver medal for general proficiency.

Supplementals Supplementals are granted to Miss M. E. Hall in chemistry and pharmacy; H. F. Cohen, in materia medica and pharmacy; H. Cosway in chemistry and materia medica; F. W. F. Dodds, in chemistry and pharmacy; and to B. H. Loeppky in ch mistry and materia medica.

Examiners—Messrs. E. Nesbitt and C.W. Campbell, Winnipeg, and M. Westaway, Miami.

RIKER-HEGEMAN MERGER.

At a directors' meeting held January 15, the organization of the long-heralded merger of the Riker-Hegeman interests was perfected, and officers of the new corporation elected. At this meeting all transfers of stock were made, and the sixty or more retail drug stores of Hegeman & Co. and Wm. B. Riker & Son Co. were placed under one management. The parties to the merger, according to the Pharmaceutical Era, are capitalized as follows: Hegeman & Co., $6,000,000, and Riker & Son Co., $2,500,000. The Riker-Hegeman Co. was incorporated under the laws of the State of New York with a capitalization of $15,000,000, dived into preferred stock, $5,000,000; common stock $10,000,00o. The allotment of stock in the new corporation will be based approximately as follows: for Riker stock, 60 per cent.; for Hegeman stock, 40 per cent.

KENT-M'CLAIN AGAIN.

In making some store changes, Mr. W.H. Rutledge, 1094 Queen Street W., Toronto, took care to include Kent-McClain's (Toronto Show Case Co.) celebrated "Trianon" combination counter, show case and stock cabinet.

GLASS AND WOOD DISPLAY FIXTURES

The "IDEAL"

The "IDEAL"

The "IDEAL"
—COMBINATION—
GLASS and WOOD
DISPLAY OUTFIT
Pat. Pend.

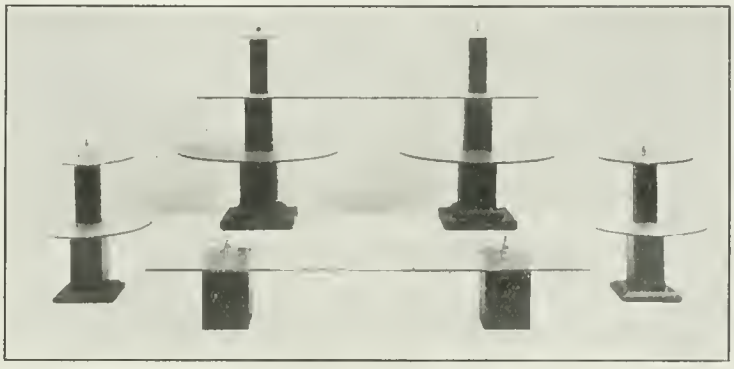
contains a series of Ten Plate Glass Shelves, ranging in sizes from three feet long and twelve inches wide, down to six inches square. Each shelf can be locked to the wood pedestals so there is no danger of shelving being broken by falling accidentally off the pedestals. The

Wood Pedestals
and
Bases
are "INTERCHANGEABLE"

making the different ways to assemble the Glass Shelves and Wood Pedestals practically inexhaustable.

The above illustration represents the class of Drug Stores endorsing and using the

Ideal Combination Glass and Wood Fixtures



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The Wood Pedestals and Bases may be had in Dark Mahogany, Gold Oak, Weathered Oak, or Mission Finish.

The Lower Illustration represents a portion of an Ideal Combination Glass and Wood Display Outfit, showing one of the many ways to assemble the Shelving and Wood Pedestals together.

—PRICE COMPLETE—
with 10 Shelves (square only) all Shelving smooth plain cut edges, (any finish wood work) **$22.50**

With ground and polished edges, 10 circle or square Shelves, any finish wood work, **$28.00**

All Wood Pedestals are part six and part twelve inches high and two, three and four inches square, assorted. Manufd and for sale by

ARTISTORIA NOVELTY CO.
202 Edgerton St.
Rochester, N. Y.
Terms: 2 10 days, 30 days net.
F.O.B Rochester, N. Y.

FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

TRADE MARK 'TABLOID' BRAND
TRADE MARK 'KEPLER' BRAND
TRADE MARK 'ENULE' BRAND
TRADE MARK 'VALULE' BRAND
TRADE MARK 'VALOID' BRAND
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The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & Co.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

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Full stocks are held by all the Firm's Houses and also at the following depots:

TORONTO, ONT.: W. J. A. & H. Carnahan—LONDON, ONT.: J. A. Cairncross & Son—VANCOUVER, B.C.: W. M. Harrison & Co.—WINNIPEG, MAN.: W. F. C. Brathwaite, and The Gordon Mitchell Drug Co.

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LEVER BROS., Limited

Chemically Pure

REFINED · GLYCERINE

(MADE IN CANADA)

In Half Ton Drums
and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited

Montreal Chemical Works

1-15 Dalhousie St. - Montreal

New Canadian Branch

SPECIAL OFFER

I will send a typewritten letter and circular to a list of 250 of your customers inviting the ladies to your store for free samples, a supply of which I will send you prepaid gratis with an order amounting to $8.00 or over.

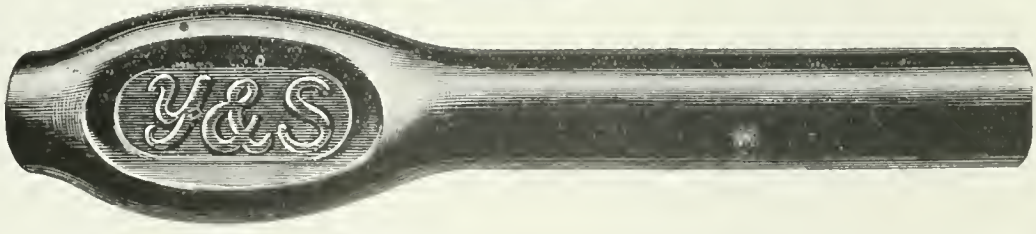
Kosmeo Cream	**$4 20**
Kosmeo Face Powder (white, flesh & brunette)	**4 20**
Hair Restorer (name changed to hair color)	**8 40**
Bonalaxa (the bon bon laxative)	**2 10**
Face Bleach	12 60
Cucumber and Elder Flower Cream	8 40
Eugenie Enamel (white or flesh)	8 40
Bath of Isis for the hands	4 20
Rose Bloom (liquid rouge) pink and damask	4 20
Stick Rouge (for lips and cheeks)	2 10
Cactico Hair Grower	8 40
Dandruff Remedy	8 40
Eye Brightener	4 20
Hygienic Skin Food	12 60
Toilet and Nursery Powder	2 10
Depilatory Powder	12 60
Oat-Al	4 20
Bleaching Cream	6 30

—ADDRESS—

Mrs. Gervaise Graham

46 Ouillette Ave., Windsor Ont.

Stick Y&S Licorice



Y & S Wafers in 5c muslin bags.

Licorice Lozenges in 5 pound tins.

Acme Pellets in 5 pound tins.

Soft mints in 5c pkgs.

—AND—

The delicious Y & S Licorice Pepsin Chewing Gum.

NO DRUGGIST'S STOCK COMPLETE WITHOUT ABOVE NAMED SPECIALTIES

National Licorice Company

MONTREAL

PHARMACY IN GREAT BRITAIN

New Legislation Measures—Death of Sir Joseph Hooker—Legal Cases of the Month—International Opium Conference—High Prices for Drugs.

(From our London Correspondent.)

Since I last wrote two measures of considerable importance to the pharmaceutical community have become Acts of Parliament—the National Insurance Bill and the Shops Bill. For good or otherwise, pharmacists will in course of time be called upon to dispense prescriptions on behalf of the State. If one may judge from the quiescent attitude of members of the craft, the Insurance scheme is considered likely to benefit pharmacy. On the other hand, the medical profession is raising a great outcry against the act. Mass meetings of medical men have protested against the alleged inadequacy of the remuneration offered them and a national boycott has been talked of. There are about 42,000 doctors on the Medical Register, and of this number over 12,000 have signed a petition against the Act. However, seeing that Mr. Smith Whitaker, late secretary of the British Medical Association has been appointed deputy-chairman of the Insurance Commissioners, there is a probability that when the regulations are issued, the doctors will find their claims have been considered as far as possible. Up to the present the date of the operation of the Act has not been definitely settled, but it is fully expected the medical benefits under the measure will commence early in 1913. The Shops Bill comes into force in May next. It provides for a weekly half holiday for each assistant in any shop from 1.30 p.m. and definite meal times. The occupier of a shop will be required to fix a notice in the shop stating the day and the week on which his assistants are not employed after half past one. An attempt to secure the exemption of chemists' shops from the operations of the Act was unsuccessful. The Act will, therefore, be a boon to assistants, and will be welcomed by none more than chemists' assistants, whose hours are notoriously long. I fear that in the matter of shop hours we in Great Britain might well take a leaf from the books of some of our overseas friends. England is certainly not the shop assistants' paradise.

* * * * *

Widely knows as "the greatest botanist of his time" Sir Joseph Hooker's death in December removes a notable personality from the scientific world. His career was full of achievement and success from early days. While still in his twenties, Hooker became recognized as an authority on Botany. One of his first appointments was that of naturalist to Sir James Ross's Antartic Expedition as far back as sixty years ago. He secured a very comprehensive sketch of the vegetation of the Southern Hemisphere. Geographical botany was one of his principal spheres of work, and he visited many parts of the world in connection with this work. For many years he held the position of Director of Kew Gardens. The Royal Society awarded him three medals for conspicuous merit, and he was Knighted by Queen Victoria and honored with other decorations. His published botanical works have been of immense service to numerous pharmacists.

* * * * *

Among the legal cases of the month, two are noteworthy. For selling arsenic contained in borax a Birmingham company has been summoned under the sale of Foods and Drugs Acts. The borax was said to contain arsenic equivalent to two hundred parts per million, which is double the limit allowed by the Act. It was urged that the sample contained arsenic in a quantity large enough to have an injurious effect on people who consumed it in food or medicine. Arsenic, of course, is a cumulative poison, and the prosecutors took the view that the process of purification of borax should be rigidly adhered to. For the defendant company, the British Pharmacopœia standard for the article was criticised, and it was urged that there could be no possible objection to selling the substance as borax for commercial use. At Birkenhead, Richard Rueger, who described himself as an analytical chemist, was fined £5 with £5 3s. 6d costs by the Birkenhead magistrates for applying a false description to articles sold on his premises. It was stated that an inspector visited the defendant's shop and asked for a bottle of paregoric. A bottle which had no label, and the contents of which were apparently poisonous, was given him. After an analysis of the purchase defendant was written to and told that he could not sell the substance, not being a registered chemist. He replied that the paregoric he sold was not poisonous, as it contained no opium. He was then prosecuted for applying a false description to the substance, with the result already mentioned.

* * * * *

The International Opium Conference at the Hague is being followed here with keen interest.

It seems that the complete cessation of the export of opium from India to China is now within China's reach. Persian and Turkish opium can be excluded by Sovereign rights, and by resolutions adopted at the present Conference, the Treaty Powers have practically agreed to abstain from all further opium trading in China whenever the India-Chinese traffic ceases. The chief result of the Conference will, it is anticipated, be a definite acceptance by the representatives of the 12 Powers concerned of the principle that there must be concerted International effort to control the traffic in opium, morphine, cocaine and other similar drugs in the general interests of the community.

* * * * *

Mrs. Arthur Stannard, the popular novelist, who died a week or two ago, wrote under the pseudonym of John Strange Winter, and was well known to the pharmacists as the proprietor of a series of toilet preparations. Mrs. Stannard made a special study of skin and hair culture, and as the result of her study, she placed on the market several articles which had a wide sale.

* * * * *

The January wholesale drug lists show further increases in the costs of various drugs and chemicals. Rectified Spirit of Wine is dearer, and consequently it costs more to produce tinctures and the numerous other preparations in the manufacture of which alcohol is essential. Opium has reached a record price, owing to the shortage of the crops in Asia Minor, and the price is now nearly three times the normal figure. Codeine and Carbolic Acid have also gone up in price. On the other hand, glycerin and quicksilver show signs of coming down in price after a long period of high value.

CHEMISTS AND COLONIAL RECIPROCITY.

The London Times says: "A special general meeting of the members of the Pharmaceutical Society of Great Britain was held on January 10, for the purpose of considering a new by-law empowering the Society's Council to permit qualified pharmacists from the Colonies to become registered and to practice pharmacy and sell poisons in Great Britain. The meeting unanimously approved the new by-law which awaits the approval of the Privy Council before it can become operative.

The proposal has given great satisfaction in the Colonies, especially in Canada, where the Pharmacy Boards have signified their intention to discontinue their practice of refusing to register English pharmacists without examination, and to allow pharmaceutical immigrants from England the same privileges as those who have passed the Canadian examinations.

THE BEARING OF BACTERIOLOGY ON THE WORK OF THE PHARMACEUTICAL CHEMIST.

By David Ellis, Ph.D., D.S.C., F.R.S.E., at the meeting of the Pharmaceutical Society in Edinburgh, Nov. 24th.

Thirty years ago the mention of the words "germ" and "microbe" conjured up, in the minds of most, even educated men, a vision of a dreadful parasite that sucked our blood, devoured our tissues, and poisoned our food. A bacteriologist signified a medical man who had specialised in diseases associated with the multiplication of bacteria. Within the last three or four decades, however, the patient investigations of men of science have revealed the fact that a very large number of bacteria exist which are of incalculable importance to the well-being of man. The first science to receive the benefit of these researches was agriculture. Within the last decade the number of workers in this field has greatly increased. Soils have been enriched by the application of deductions, based on the results of agricultural bacteriologists. The ripening of butter and the curing of cheese can be guaranteed by the employment of specific microbes, which can be sent you through the medium of the post, and in many instances disaster in the art of farming has been averted by a slight knowledge of bacteriology. Small wonder therefore that bacteriology is taught in every up-to-date agricultural college. The advance in the progress of this comparatively new science can be judged, however, by the interest that is begun to be taken in it by representatives of such diverse sciences as chemistry and engineering. The chemist knows that if he can supplement his chemical analysis of water, of milk, or of sewage with a bacteriological investigation his results are of much greater value. In the same way the engineer who is responsible for the erection of works for the disposal of sewage is beginning to realize that a little knowledge of this subject is very useful in enabling him to select the particular mode of disposal best suited to the circumstances with which he has to deal. A want of this slight knowledge sometimes leads to deplorable results. We see towns like Glasgow erecting beautifully engineered works for the disposal of sewage, and yet in many cases an elementary knowledge of bacteriology would have shown their engineers that the elaborate machinery has not disposed of the most obnoxious part of the sewage. Instances of this kind are very common in this neighborhood, and particularly so in the neighborhood of such important towns as Glasgow and Falkirk. We further have seen a somewhat unexpected interest in bacteriology taken by the grocer, who finds that his canned goods may be prevented from going bad; he knows that his tins may swell up and burst with the pressure of the gas liberated by the fermenta-

ATOMIZERS

Nebulizers & Powder Blowers

We have just issued a **booklet** of our new **spraying devices** which we have no hesitancy in saying is the **strongest** line of its kind in the world.

They have all of the improvements that others have **and then some.**

Write for booklet.

Winnipeg Sample room: WM. N. SMILLIE, Room 8, Welden Block.

Miller Rubber Co., Limited
85 Spadina Ave. Toronto, Can.

The campaign against the House Fly is just getting under way and the sale of

WILSON'S FLY PADS

will undoubtedly show large increases for many years to come.

PROFITS

Retailers profit from 66 2-3 per cent to 90 per cent.

Archdale Wilson
Hamilton - Ontario

Grube's Method

For Complete Eradication of
TOE CORNS, SOLE CORNS, BUNIONS, CALLOUSES, SOFT CORNS, HEEL CORNS.
Kills the Seed, Leaves Smooth Skin.

One Drop Corn Remover

ADVISE no cutting with knife.
USE eraser to remove hard part. Rub well.

APPLY "One Drop," covering corn completely to kill seed of the trouble; cover it with tissue paper; peel it off third day.

RESULT a normal smooth skin. Put cotton between toes when soft corns.

PRICE 25 CENTS

When Properly Applied, Gives Relief in 3 Minutes.

EXCELSIOR CHEMICAL COMPANY, 3100 State Street, Chicago.

$1.50 per dozen. Quantity price on application. Ways and means with initial gross to assure disposal of goods. During 1911 one medium size retail drug store sent four orders of one gross each, giving a profit of $82.80 the first season of selling the article.

STAR SEAMLESS Water Bottles

TRIM YOUR WINDOW WITH THE

"Ever Ready Window Display"

Sent free with your Star Water Bottle order.

VENO-STAR WATER BOTTLES are the only strictly seemless ones made. Moulded in one piece—Made of the best obtainable grade of Para Rubber—They are full capacity and fully guaranteed.

Ask Your Jobber or Write us Regarding our Special Offer.

THE STAR RUBBER COMPANY

170 Sweitzer Ave. AKRON, OHIO

THE MARVEL

"WHIRLING SPRAY" SYRINGE

IT IS A MARVEL

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors
44 E. 23rd St. New York
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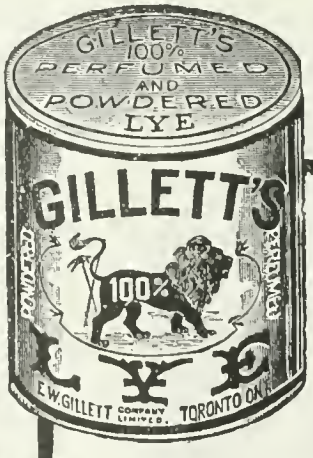
NATIONAL DRUG & CHEMICAL CO.

Sovereign Perfumes, Ltd.

CANADA'S
Largest
Makers of

Perfumes
and
Toilet Preparations

TORONTO



Just Read The Directions.

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get familiar with the many uses of Gillett's Lye, and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant --it's a sure trade bringer.

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tion that is taking place inside the can. His fruits begin to decompose when kept in damp places, his eggs do not keep as long as can reasonably be expected. Of late years, therefore, the progressive grocers of the West of Scotland have considered these factors in their scheme for the technical education of their apprentices.

THE EDUCATIONAL POINT OF VIEW.

If bacteriology can penetrate into such widely different departments, it is quite possible that the science may have some bearings on the work of the pharmaceutical chemist. In considering this question it is necessary to consider it first of all from a purely educational point of view before we deal with the utilitarian aspect. In any trade or profession the best man is the one that can attack any particular problem from as many points of view as possible. In making deductions from general laws he is better able to see things in their proper perspective; his vision is not distorted, and consequently his step is more likely to cut straight forward. The pharmaceutical chemist who knows the subjects detailed in the curriculum of his society knows everything that is necessary for the intelligent pursuance of his profession. As all qualified chemists possess this knowledge, we have to seek further afield in order to distinguish between one qualified man and another, and here it is that a knowledge outside the exact requirements of his own profession is of immense advantage to the chemist. In considering the matter from this point of view I can well see that a knowledge of bacteriology is possibly the best adjunct that a chemist can have. The man who handles goods in the way of his work and knows the conditions regulating the production of the same is surely a more efficient member of the profession than one who handles the same materials like an automatic machine, whose sole function is to serve as the medium for the conveyance of some, perhaps patent, perhaps shoddy, material from the manufacturer to the consumer. I propose to take one or two aspects of this nature, and then to show that a knowledge of the conditions regulating the production of the testing of some materials handled by the chemist not only would tend to the education of the qualified chemist, but would safeguard both his own interests and those of a very gullible public.

MULTIPLICATION OF BACTERIA.

Bacteria are living organisms, like ourselves, but, unlike us, all the functions which we associate with life—viz., respiration, absorption of food, excretion of waste products, movement, etc.—are carried on in the minute cell, instead of being distributed, as in our case, over millions of specialised cells. Consider, therefore, what happens when such a tiny speck of living matter is let loose, say, in a pot of jam or a hunk of flesh. If this speck finds that the food is to its taste, that there is enough water present, and that, further, the temperature is not unfavorable and there is an absence of anything in the nature of an antiseptic, then it will do what all organisms do. It will take in food; it will build up more living matter; and when there is a sufficient amount of it multiplication will take place, the cell will divide into two, and each will grow into the adult shape. The same thing will begin again, only now there will be two at it instead of one. Consequently four will be produced from the two. I think we have all heard of the trap that is set for the unwary when they are asked the number of pins that will be dropping into the hold of a ship after a minute if one pin be dropped the first second, two the second, four the third, and so on, the number being doubled after each second. If this process actually happened the number of pins dropped at the sixtieth second would not only fill the hold, but would envelop the whole ship in its avalanche. We may, theoretically, apply the same principle to bacterial multiplication. A single microbe, having by a lucky chance fallen on favorable conditions, will, in the course of twenty-four hours increase and multiply till there are millions of them. Now, consider what this means. They take in food, but they also give out excretions. There will thus be an interchange of material. What we are concerned with is not so much the removal of the food, as the nature of the excretions given out by these small organisms, and if the bacteria are inside us and the excretions are poisonous, then we suffer disease. There are many, however, the excretions of which are not only not inimical to our health, but are actually beneficial. As members of a profession that is chiefly concerned in supplying goods that help the human system to help itself, it becomes incumbent on pharmaceutical chemists to know something about those bacteria that, as a result of multiplication, discharge products that are useful to the system, but at the same time, as the middle-men that stand between a very gullible public and occasionally unscrupulous manufacturers and vendors of articles that are guaranteed to produce wonderful effects on our systems, it behooves chemists to be in a position to give advice to customers as to the relative merits of articles of this kind, and from general principles to deduce their chances of benefiting the system.

LACTIC ACID BACILLI.

In connection with this subject the most interesting articles that pass through the chemist's hands are undoubtedly those that contain lactic-acid bacteria. In nature these minute organisms

are to be found everywhere. Expose milk to the atmosphere in any part of the world and you will find that in a very short time representatives of the lactic-acid bacteria will have fallen into it and soured the milk. The chief change effected by them so far as milk is concerned, is the conversion of the sugar of milk into lactic-acid. They are, of course, capable of attacking other food, but milk appears to be peculiarly acceptable, and other organisms likewise present in milk have to give way before their strenuous advances. Now the clinical value of lactic acid to the human system has of late years been advocated enthusiastically by medical men, and such being the case, as was to be expected, a large number of articles have appeared on the market, all guaranteed by those responsible for their production, to have the power of producing lactic acid inside the system, and thus of inducing changes which, according to some enthusiasts, should have the power of extending our lives considerably above the scripturally allotted three score and ten. These same promoters put their lactic acid into chocolate, into cheese, into anything, in fact, that the public will swallow. I should like for a few minutes to enter into the history of these bacteria after they have been swallowed and entered into the food-pipe. The food that we swallow usually contains millions of bacteria of all kinds. Some of these are good, others doubtless bad. Their goodness or badness is a matter of indifference to us so long as they do not multiply. That is a cardinal point that most people are apt to forget. Along with these, the good and the bad, the lactic acid bacteria enter the stomach. Here, however, bacteriologically speaking, we are not interested, for in the normal stomach the acidity of the juices secreted by the lining of the stomach is too much for the good and the bad alike. In fact, it must happen that a large number will not only be paralysed, but destroyed outright. When the stomach, however, has churned the food and passed it into the small intestines, and after the food has been further acted upon by the juices from the liver and pancreas, the material becomes not unsuitable for bacteria to thrive upon, and now it is that they begin to make their influence felt. When this material, deprived of its liquid contents in its passage through the small intestine, reaches the large intestine in a more or less solid condition, it is suitable as the food to many of the hordes of bacteria that have made the food passage unharmed. Presumably our lactic-acid bacteria have come as far as this, and so also have numbers of the good and of the bad bacteria. Here we have therefore an arena on which hordes of bacteria are drawn up, all, of course, in battle array, for in nature the non-combatants are not pampered. It is necessary to understand that in fighting one microbe does not give another a vicious knock-out blow. Instead, it sits quiet and sucks in food; this enables it to multiply, and so their numbers go on increasing. This acts on the other organisms in two ways. First, their food supply is cut off, and, secondly, the excretions necessarily formed as a result of the multiplication of the successful one prevent the others from making any headway with their own multiplication. Now, where does the lactic-acid bacteria appear in the fight? The successful clinical application of lactic-acid bacteria in the case of disturbances in the food-pipe shows that in many cases at any rate the lactic-acid bacteria of milk are able to multiply in the intestines. The result of their multiplication must therefore mean that their excretion products, the chief of which is lactic acid, act as a barrier to prevent any increase taking place on the part of what I have collectively termed the bad bacteria. So long as the multiplication of the latter is prevented the lactic-acid bacteria will have fulfilled the functions claimed for them and the harmful bacteria will either remain quiescent or pass out of the body with the excretal matter. If the harmful bacteria find the conditions favorable and multiply, then their excretions will pass into the blood and poison the system. Further, a large proportion of these bacteria are gas-producers, when, of course, in a state of multiplication. This gas distends the intestines, and so on another account, these bacteria are a source of pain and danger to the poor suffering human being.

That certain strains of lactic-acid bacteria can be advantageously employed as a hindrance to the multiplication of the putrefactive bacteria has been known to mycologists for many years. The brewer, the distiller, and the tanner all make use of lactic-acid fermentation to act as a check on putrefaction during the processes with which each is concerned.

"PHILANTHROPIC" STRAINS.

Accepting, therefore, the principle that the introduction of lactic acid into the system is advantageous in many cases, I should like to present to your notice one or two aspects of the case in which pharmaceutical chemists of all people should be well posted. In the first place, all lactic-acid bacteria are not beneficial. They produce lactic acid, it is true, but a good many varieties produce other sometimes poisonous substances as well, and therefore the introduction of these bacteria into the system may be attended not only with no good results, but possibly with actual harm to the system. I think that such being the case, we ought to have some very efficient guarantee that we are being treated to a philanthropic strain of lactic-acid bacteria. That such a guarantee is necessary is seen by the result of an analyses of a sample of lactic-acid milk preparation

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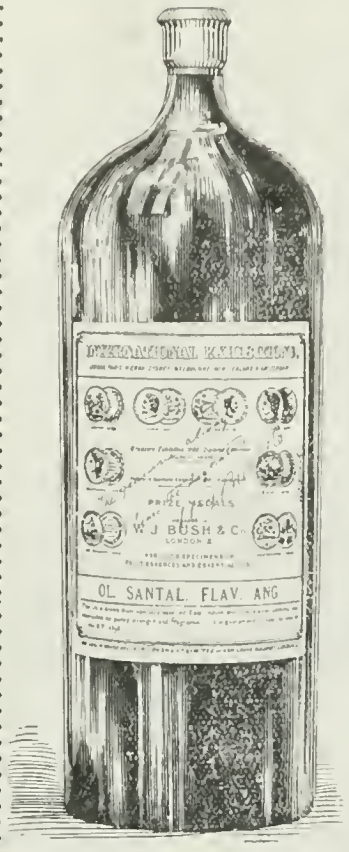

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which was bought in one of the Glasgow dairies and tested in my laboratory. The organisms that appeared on the plates was Odium lactics, which, though a lactic-acid organism, is not by any meams one that ought to be encouraged to enter our bodies. Again, as lactic-acid cheese, on being tested, showed the presence of at least ten different organisms in the cheese, but not a single lactic-acid microbe. When we consider that of necessity in all these cases the lactic-acid bacteria do not monopolize the field, we cannot always be sure that they will become predominant, neither can we be quite sure in some cases that the right strain has been placed in the article. Personally, I should feel greater confidence in these articles if they were submitted to somewhat severe tests to prove that what is claimed to be present is always present. Every bacteriologist knows that it is a difficult matter to keep certain strains of bacteria in a pure condition, and he also knows that when different organisms are brought together on the same medium, one organism can never for long maintain the mastery. Then, again, a guarantee is required for the reason that strains of bacteria very soon lose their virility. Pathogenic organism sub-cultured many times in test-tube cultures, very soon lose their virulence, though not their power of multiplication. It is a general law that bacteria, under changed conditions, change their habits. Like all other organisms, only in a far more efficient manner, they have the power of adapting themselves to their environments, and the lactic-acid bacteria are no exceptions. We need to have some guarantee on this point, for one manufacturer may turn out a good brand one year, and perhaps next year, when his reputation has been made, his organism may have gone stale and he may be operating with bacteria that are not able to produce lactic-acid at all.

I cannot conclude this part of the subject without referring to the value of buttermilk. It is not necessary to emphasize the virtues of any Bulgarian variety when you possess a very good substitute at home, even though the lactic-acid producing power of the Bulgarian variety be greater than that of the microbe that predominates in buttermilk— viz., Bacillus acidi lactici. This hardy little organism is as likely to make a stand in the intestines against putrefactive bacteria as any organism that is known, and, what is more to the point, when drinking buttermilk you know that you are taking in not only lactic acid, but also a lactic-acid organism that has proved its efficiency against all other competitors, as evidenced by its very large distribution. Also, you know for certain, that the desired fermentation has taken place, otherwise it would not be buttermilk.

GERMICIDAL VALUES OF DISINFECTANTS.

There is another bacteriological matter which affects the chemist closely—viz., the value of the various germicides and disinfectants that he exposes for sale. I often have occasion to examine some of these products, and can say without hesitation, that one must exercise great caution before accepting the statements of the interested maker of the article in question. It is one thing to have a nice coaltar smell and quite another to kill off bacteria. Some articles are advertised with quite preposterous germicidal values. Thus we hear of germicides which have from 20 to 25 times the germicidal value which carbolic acid possesses. I have personally not yet found a disinfectant fluid on sale in the market which has a greater carbolic-co-efficient than 7, i. e., seven times as good as carbolic acid, and in the case of some of these articles the manufacturer would find it difficult to prove that his article was better for the purpose than warm water. I am afraid that the public is too often deceived by the smell of these preparations. But we must not forget that bacteria has no olfactory organs, and that the living matter contained in the bacterial cell must be killed by direct contact with the germicide before any good can be accomplished. The discrepancies that arise as to the value of the germicidal quality of any particular preparation is due, in my opinion, to the very indeterminate character of the Rideal-Walker test, which is generally used to compare the germicidal value of various disinfectants. The method is extremely ingenious, and, without trial appears perfect. There is one factor, however, that considerably diminishes its value. Whenever one is dealing with living organisms mathematical deductions cannot with safety be made, and all that is possible is to indicate the general trent of your results. In estimating the value of germicidal liquids this statement applies, of course, to any method that can be devised for estimating their effect on bacteria. But in the case of the Rideal-Walker method there is a still greater source of uncertainty in that time tests are employed. Inoculations are made after the test-bacillus has been in contact with a liquid containing a certain percentage of the disinfectant five minutes, ten minutes, fifteen minutes, etc. I cannot in a general address of this nature enter into details as to the sources of discrepancies that arise out of these factors, but it will, I think, be sufficient to state that it often happens that an inoculation with material that has been exposed for five minutes to the influence of the disinfectant shows no growth, while material exposed for ten minutes—i.e., for double the time—shows growth on inoculation. This simply means that there is a good deal of variation in the vitality of the bacteria, and that, whilst some bacteria are kill-

ed after five minutes, others may hold on for thirty minutes. It therefore happens that if the experimenter is a friend of the manufacturer, it is possible, by carefully picking out his results, to put a very high grade to his preparations; on the other hand, an enemy of the manufacturer can make the value very low if he chooses his worse results. Small wonder, therefore, that in recent times, whilst A declares his own article to have a high carbolic co-efficient, he is equally sure that B turns out very poor stuff, the value of which can be estimated at only about a fifth at what B claims for it. Then B retaliates, and finds as a result of his analyses that A's material is no better than his, and quotes his experiments in support of his statements. And so the controversy is kept up. It seems to me that in all cases the element of time variation should be eliminated. If a fixed amount of a fixed specific culture were inoculated into a fixed amount of disinfectant, and in all cases allowed to remain a fixed time, say, twelve hours, then the percentage of the disinfecting fluid could be varied until it could be definitely stated, e.g., that under the conditions 2 per cent. was fatal to the specific organism, whilst 1 per cent. was not. This gives us a better method of comparing the powers of two competing disinfectants. In all cases the conditions should be such that sufficient time be allowed for the disinfectant to kill off, if it can, every microbe in the test microbal fluid. I have asked one or two manufacturers to do this so as to get a more certain result, but they maintain that all other disinfectants are tested by the Rideal-Walker method, and when pushing their goods must be prepared with a comparison of their own with those produced by other manufacturers.

In the future there can be little doubt that tablet preparations of beneficient bacteria are destined to play an important role among the articles that will be stocked in a chemist's shop. A very large amount of research will, however, be necessary before we shall know for certain what any particular microbe will do after it gets inside our system. In no department of science is it so true that a little knowledge is a dangerous thing, for we shall be dealing with a class of organisms that show a large amount of variability in their behaviour under variable conditions of environment. Fortunately there is in the scientific field a large body of skilled and enthusiastic investigators, and we may be sure that, in the course of a decade or so, results will be forthcoming on which the public can act with confidence. It is to be hoped that pharmaceutical chemists will be in the van of those who will appreciate these results at their true value, and thus be able to act on them to the good of the public and incidentally, let us hope, to the betterment of their own pockets.

At the conclusion of his address Dr. Ellis showed upon the screen a series of interesting slides showing the various shapes that bacteria assume, and explained the various aspects and stages in their development. He also explained the principles governing the process of sterilization. In the case of milk, for example, he pointed out that to completely kill both the spore and vegetative forms of bacteria in a sample it would be necessary to subject the milk to continuous boiling for five to six hours. This, of course, would spoil the milk for ordinary purposes. By heating the milk for about twenty minutes, as suggested by Pasteur, all the vegetative forms of bacteria were killed. There still remained, however, the spore forms. By setting the milk aside for twenty-four hours the spore forms would have developed into the vegetative forms, and by repeating the heating process the whole of these would be killed and then the milk would be completely sterile.

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Blue-Black :—Gallic acid, 60 grains; ferrous sulphate, 100 grains; diluted sulphuric acid, 4 fl. drachms; powdered gum acacia, 200 grains; liquified phenol, 30 minims; glycerin, 110 minims; phenol blue, FFF, 16 grains; distilled water, sufficient to produce 20 fl. ounces. Dissolve the ferrous sulphate, gum acacia, liquified phenol, glycerin and diluted sulphuric acid in 8 ozs. of the distilled water, without heat. Then dissolve the gallic acid in 5 ozs. of the distilled water, with the aid of a gentle heat; continue the heating until the liquid just begins to boil, and add to it gradually the solution containing the ferrous sulphate, etc., shaking after each addition. Make up to the required volume (20 fl. ozs.) with distilled water, filter, and add the phenol blue, shaking until dissolved. For fountain pens the gallic acid may be increased to 80 grains, the ferrous sulphate to 120 grains, anh the phenol blue to 20 grains, and the gum acacia reduced to 160 grains. Black :—Extract of logwood 200, is dissolved in water, 100, on the water bath; the solution is allowed to settle, and poured off from the sediment; 200 of the solution of the extract is diluted with water, 500, and heated to 90 degrees C.; a mixture of potassium bichromate 2, chrome alum 50, oxalic acid, 10, dissolved in water 150, is slowly added. The whole is now heated to 90 degrees C., for thirty minutes, diluted to 1,000 with water, and carbolic acid, 10, added; allowed to stand two or three days, then filled into bottles. If desired, 1 per cent. or more of nigrosine may be added.

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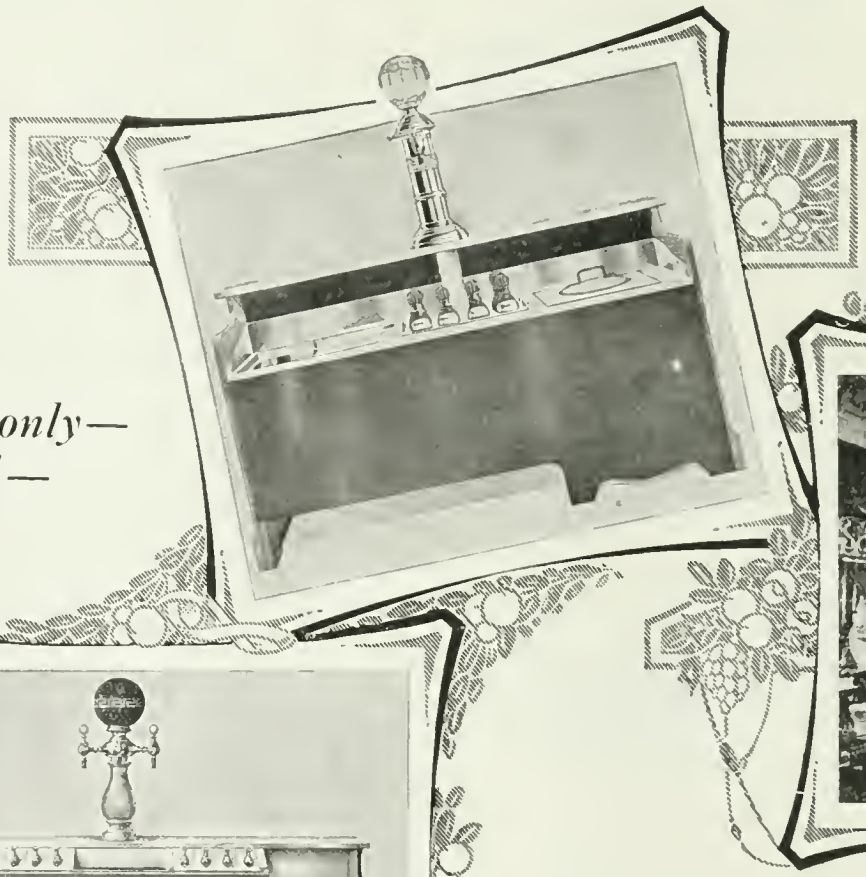

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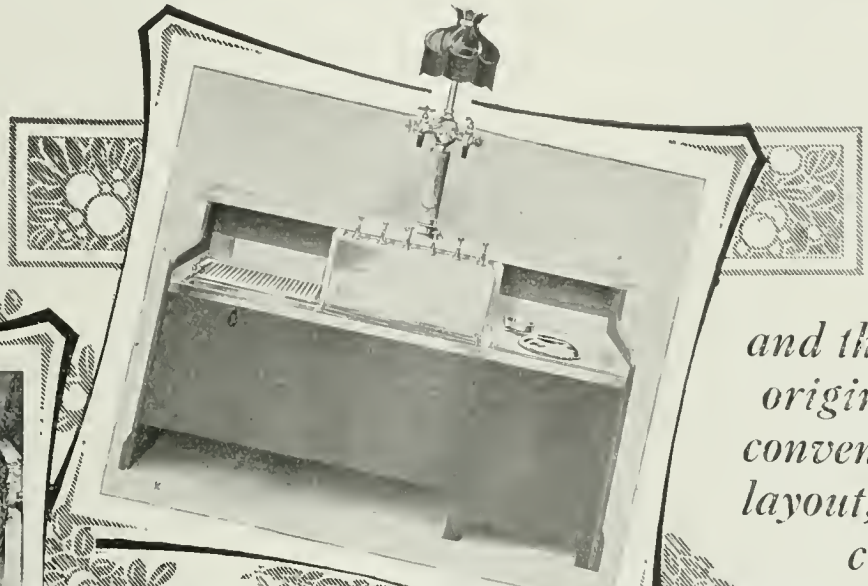

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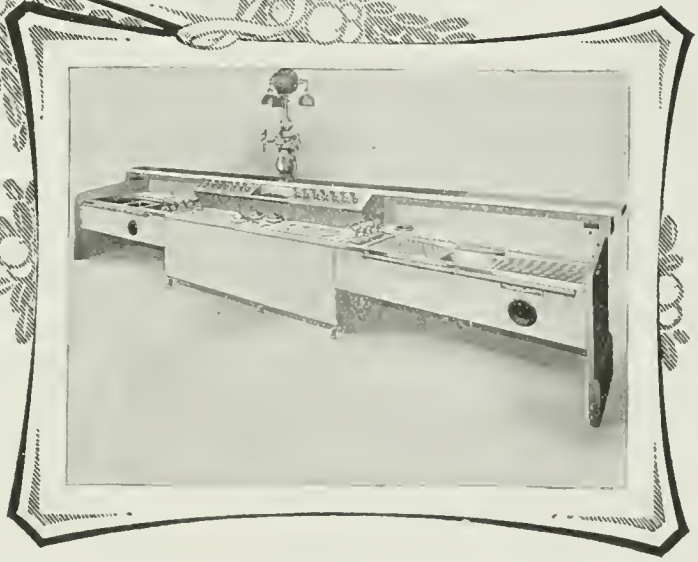

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PETROXOLINUM LIQUIDUM

Liquid Petroxolin. (Liquid Petrox.)

Liquid Petrolatum	50 Gm.
Oleic Acid	28 Gm.
Oil of Lavender Flowers	2 Gm.
Stronger Ammonia Water	5 Gm.
Alcohol	15 Gm.

Mix the Liquid Petrolatum and Oleic Acid in a flask, add the Alcohol and then the Stronger Ammonia Water, and warm the mixture on a water bath, with frequent agitation, until it becomes clear. Lastly add the Oil of Lavender Flowers and mix thoroughly.

PETROXOLINUM CHLOROFORMI CAMPHORATUM.

Camphorated Chloroform Petroxolin.
(Camphor and Chloroform Petrox.)

Chloroform	25 Gm.
Camphor	25 Gm.
Liquid Petroxolin	50 Gm.

Dissolve the Camphor in the Chloroform and add the Liquid Petroxolin.

PETROXOLINUM CADINI.

Cade Petroxolin. (Cade Petrox.)

Oil of Cade	25 Gm.
Liquid Petroxolin	75 Gm.

Mix them.

PETROXOLINUM CREOSOTI.

Creosote Petroxolin. (Creosote Petrox.)

Creosote	20 Gm.
Oleic Acid	5 Gm.
Liquid Petroxolin	75 Gm.

Mix them.

PETROXOLINUM EUCALYPTOLIS.

Eucalyptol Petroxolin. (Eucalyptol Petrox).

Eucalyptol	20 Gm.
Liquid Petroxolin	80 Gm.

Mix them.

PETROXOLINUM GUAIACOLIS.

Guaiacol Petroxolin. (Guaiacol Petrox.)

Guaiacol	20 Gm.
Oleic Acid	5 Gm.
Liquid Petroxolin	75 Gm.

Mix them.

PETROXOLINUM HYDRARGYRI.

Mercury Petroxolin. (Mercury Petrox.)

Mercury	30 Gm.
Hydrous Wool-Fat	15 Gm.
Solid Petroxolin	55 Gm.

Triturate the Mercury with the Hydrous Wool-Fat until globules of the intimately distributed metal are no longer visible when the mixture is examined under a lens magnifying ten diameters; then thoroughly incorporate the solid petroxolin.

PETROXOLINUM IODI.

Iodine Petroxolin. (Iodine Petrox, 10 per cent.)

Iodine	10 Gm.
Oleic Acid	40 Gm.
Alcohol	20 Gm.
Liquid Petrolatum	23 Gm.
Oil of Lavender Flowers	2 Gm.
Stronger Ammonia Water	5 Gm.

Reduce the Iodine to a coarse powder by trituration in a glass mortar, transfer it to a suitable flask, add the Alcohol and Oleic Acid and agitate the contents of the flask until the Iodine is dilsolved. Then add the Oil of Lavender Flowers and the Liquid Petrolatum, mix the liquids and finally introduce the Stronger Ammonia Water and shake the mixture until a clear solution results.

PETROXOLINUM IODI DILUTUM.

Diluted Iodine Petroxolin. (Iodine Petrox, 5 p.c.)

Iodine Petroxolin	50 Gm.
Liquid Petroxolin	50 Gm.

Mix them.

Alternate Formula.

Iodine in coarse powder	5 Gm.
Liquid Petroxolin	95 Gm.

Dissolve the Iodine by agitation with the Liquid Petroxolin in a stoppered bottle.

PETROXOLINUM IODOFORMI.

Iodoform Petroxolin. (Iodoform Petrox.)

Iodoform	3 Gm.
Acetone	20 Gm.
Oleic Acid	10 Gm.
Eucalyptol	3 Gm.
Liquid Petroxolin	64 Gm.

Dissolve the Iodoform in the Acetone, add the Eucalyptol, the Oleic Acid and the Liquid Petroxolin and mix the ingredients thoroughly.

PETROXOLINUM MENTHOLIS.

Menthol Petroxolin. (Menthol Petrox.)

Menthol	5 Gm.
Liquid Petroxolin	25 Gm.

Dissolve the Menthol in the Liquid Petroxolin by agitation.

PETROXOLINUM METHYLIS SALICYLATIS.

Methyl Salicylate Petroxolin. (Methyl Salicylate Petrox.)

Methyl Salicylate..... 20 Gm.
Liquid Petroxolin..... 80 Gm.

Mix them.

PETROXOLINUM NAPTHOLIS.

Naphthol Petroxolin. (Naphthol Petrox.)

Betanaphthol..... 10 Gm.
Liquid Petroxolin..... 90 Gm.

Dissolve the Betanaphthol in the Liquid Petroxolin by agitation.

PETROXOLINUM PHENOLIS.

Phenol Petroxolin. (Phenol Petrox.)

Phenol..... 5 Gm.
Liquid Petroxolin..... 95 Gm.

Dissolve the Phenol in the Liquid Petroxolin by agitation in a stoppered bottle.

PETROXOLINUM PICICS.

Tar Petroxolin. (Tar Petrox.)

Oil of Tar..... 25 Gm.
Liquid Petroxolin..... 75 Gm.

Mix them.

PETROXOLINUM SALICYLATUM.

Salicylated Petroxolin. (Salicylated Petrox.)

Salicylic Acid..... 10 Gm.
Oleic Acid..... 5 Gm.
Liquid Petroxolin..... 85 Gm.

Dissolve the Salicylic Acid in the Oleic Acid and Liquid Petroxolin.

PETROXOLINUM PHENOLIS CAMPHORATUM.

Camphorated Phenol Petroxolin. (Camphorated Phenol Petrox. Campho Phenic Petrox.)

Phenol..... 12.5 Gm.
Camphor, in powder..... 37.5 Gm.
Liquid Petroxolin..... 50.0 Gm.

Mix the Camphor and Phenol, and when the mixture has liquified add the Liquid Petroxolin and mix them thoroughly.

PETROXOLINUM SULPHURIS.

Sulphur Petroxolin. (Sulphur Petrox.)

Sublimed Sulphur..... 3 Gm.
Linseed Oil..... 37 Gm.
Oleic Acid..... 30 Gm.
Liquid Petroxolin, a sufficient quantity to make..... 100 Gm.

Heat the Sublimed Sulphur and Linseed Oil in a flask, on a sand-bath, until the sulphur is dissolved, then allow the mixture to cool, add the Oleic Acid and sufficient Liquid Petroxolin to make the product weigh 100 Gm. Warm the mixture slightly, if necessary, to obtain a clear liquid.

PETROXOLINUM SULPHURIS COMPOSITUM.

Compound Sulphur Petroxolin. (Compound Sulphur Petrox.)

Sulphur Petroxolin..... 10.0 Gm.
Oil of Cade..... 10.0 Gm.
Thymol..... 0.3 Gm.
Eucalyptol..... 3.0 Gm.
Oil of Turpentine..... 30.0 Gm.
Liquid Petroxolin, a sufficient quantity to make..... 100.0 Gm.

Mix the Thymol and Eucalyptol, add the Oils and the Sulphur Petroxolin, and finally a sufficient quantity of Liquid Petroxolin to make the product weigh 100 Gm.

PETROXOLINUM TEREBINTHINAE VENETAE.

Venice Turpentine Petroxolin. (Venice Turpentine Petrox.)

Venice Turpentine..... 20 Gm.
Liquid Petroxolin..... 80 Gm.

Mix them.

PETROXOLINUM SPISSUM.

Solid Petroxolin. (Solid Petrox.)

Paraffin..... 30 Gm.
Liquid Petrolatum..... 22 Gm.
Oleic Acid..... 35 Gm.
Oil of Lavender Flowers..... 3 Gm.
Alcohol..... 5 Gm.
Stronger Ammonia Water..... 5 Gm.

Melt the Paraffin with the Liquid Petrolatum, on a water bath, add the Oleic Acid, and transfer the mixture to a warm mortar ; then immediately add the Oil of Lavender Flowers, followed by the previously mixed Alcohol and Stronger Ammonia Water, and stir the mixture continuously until it cools.

WHAT WE PREACH AND PRACTICE.

1. Physics is not physic.
2. A lens is not a pill.
3. A lens treats light.
4. A lens does not treat disease.
5. Optometry is not medical science.
6. Optometry is founded upon optical science.
7. Optics and optometry are taught in the department of physics at Columbia University.
8. Optics is not taught in medical schools.
9. Optics is not mentioned in medical statutes.
10. The practice of optometry is specifically excluded from the provisions of medical laws.

An optometrist uses mechanical means only in the treatment of defective eyesight. Cases requiring medical or surgical treatment are turned over to the physician or surgeon.

In order to sell goods you must first know them. This is nothing new ; it is simply something true.

BALTIMORE OVAL

DAVIS SQUARE DRUG STORE
A RELIABLE PLACE TO TRADE
LOWELL, MASS

Lowell, Dec 14, 11

Goods arrived in good condition and we are much pleased with the quality of ware.

Yours
Davis Sq Drug Store
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BOTTLES and CORKS

If you wish to be sure that your bottles will be first-class in all respects order from

F. E. REED GLASS COMPANY
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MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

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We believe that Canadians appreciate quality and that the very highest is none too good for them. If we did not hold this belief and work with this assurance before us constantly, we would not be in business to-day, but we are here and "making good."

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TORONTO - MONTREAL - WINNIPEG

THE BEE CELL FRENCH SUPPORTER

A BOON TO WOMANKIND

THE only collapsible, self-adjusting infallible Supporter in the world, made of purest and softest rubber. Having 6 faces or cups it renders misplacement absolutely impossible. This feature does not exist in any other supporter. Highly recommended by the medical profession.

RETAIL PRICE, $2.00

Price to the Trade—$12 per doz. in ½ doz. lots, $10 per doz. in 1 doz. lots.

Druggists: write for descriptive circular and special introductory proposition. Made in two sizes, large and medium. Accompanying illustration shows full size of Medium Supporter. This size is generally used. Guaranteed satisfactory or money refunded. Address

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Surgical Dressings

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NEW CHARFORD MILLS, BIRMINGHAM.

Southall Bros. & Barclay, Ltd.
(Established 99 years.)
WHOLESALE ONLY.

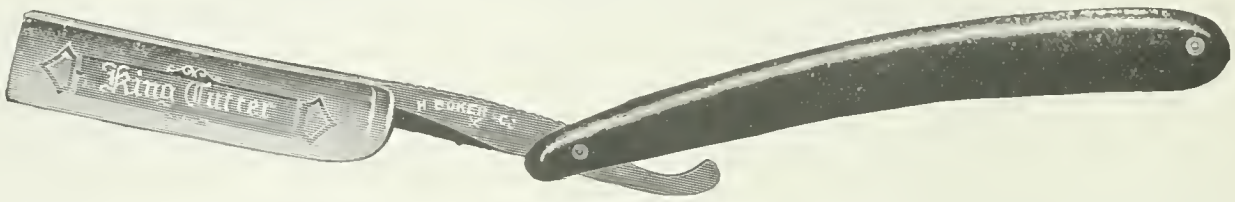
Agents for Canada—
MAC LEAN, BENN & NELSON, LTD

Manufacturers of
LINTS, ABSORBENT COTTONS & GAUZES at the MILLS, BIRMINGHAM and BROMSGROVE.

525, St. Paul Street, MONTREAL.

IT'S A PLEASURE TO SHAVE WITH A BOKER RAZOR

The durability of Boker's razors is surprising to the man who has not used one before.



All of Boker's "Tree" Brand Razors we will fully and unconditionally guarantee to shave to perfection every day for five years, giving two thousand of the most pleasing, refreshing and satisfactory shaves. And at the end of five years of real pleasant shaving, we guarantee that your razor will be as good as new. We recommend you to use with Boker's razors a clean block strop before and after each shave. A strong, wiry beard and a delicate, tender skin form a combination that just suits the Boker Razor.

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Tin Spouts for Bug Poisons.

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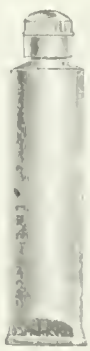

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A select line of

Photogravure; Post Cards, 7 x 9 Ideal Heads, Mottoes, Scenery, Etc.

Plain Photogravure and Hand Colored

Hand Colored Envelope Sockets, Christmas Folders—
dainty and unique,
and reasonably priced.

A sample assortment will be submitted on approval at trade prices to merchants addressing us on their printed stationery.

METRIC SYSTEM OF WEIGHTS AND MEASURES.

The following facts are taken from a bulletin prepared to answer some of the more simple questions addressed to the Bureau of Standards, Washington, in regard to the metric system of weights and measures and its use, and are arranged, selected or compiled for the Spatula by J. F. Rupert, U. S. Navy.

The essential features of the system were embodied in the report made to the French National Assembly by the Academy of Sciences in 1791. A number of other nations were invited to cooperate with France in establishing the new system, and Holland, Denmark, Switzerland, Spain, and several minor states were represented on an international commission which met in Paris in 1799 to accept the metric standards constructed under the direction of the French Institute.

Although the metric system very soon attracted the favorable attention of other nations, it was not until forty years later that its use became general in France. Since 1840, however, its use has rapidly spread until at the present time it is either obligatory or permissive in every civilized country in the world. Its use was made "lawful throughout the United States" by Act of Congress in 1866, and at the same time provision was made to supply every state in the Union with a set of metric weights and measures.

No organized effort has been made up to this time to supply the different countries with authentic copies of the metric prototypes which were preserved in the archives of France. In order to meet the demand for accurate standards whose relation to one another would be known with the highest precision, metric conventions were held in Paris in 1870 and 1892, which were attended by official delegates from about thirty countries. At these conferences committees were appointed to investigate the best form and material for the proposed new standards.

In 1875 a treaty was signed at Paris by seventeen of the principal nations of the world, the United States being amongst the number, which provided for the permanent organization of an International Bureau of Weights and Measures under the direction of an International Committee. The most important work of the International Committee was to provide for the construction of a sufficient number of platinum-iridium meters and kilometers to meet the demands of the interested nations. The comparison of all these standards with one another and with the original meter and kilogram was made at the International Bureau which has been established near Paris on neutral territory ceded to the International Committee by the French Government.

This work was completed in 1889, and after selecting a certain meter and a certain kilogram as the international prototypes, the others were distributed by lot to different countries. The international meter and kilogram have values identical with the original meter and kilogram, are preserved in a special underground vault at the International Bureau, and are accessible only to the International Committee. The United States secured two meters and two kilograms, which are now preserved at the Bureau of Standards at Washington, and serve as the fundamental standards of length and mass of the United States. It is the plan of the International Committee to intercompare all the national meters and kilograms with the international prototypes at regular intervals or whenever considered necessary.

At the present time the International Bureau of Weights and Measures is supported jointly by the following countries: The United States, Great Britain, Germany, Russia, France, Austria-Hungary, Belgium, Argentine Confederation, Spain, Italy, Mexico, Peru, Portugal, Roumania, Servia, Sweden, Norway, Switzerland, Venezuela, Japan and Denmark.

The advantages claimed for the metric system are:

(1). The decimal relation between the units.

(2). The extremely simple relation of the units of length, area, volume, and weight to one another.

(3). The uniform and self-defining names of units.

SYNOPSIS OF THE SYSTEM.

The fundamental unit of the metric system is the meter—the unit of length. From this the units of capacity (Liter) and of weight (Gram) were derived. All other units are the decimal subdivisions of multiples of these. These three units are simply related; e.g., for all practical purposes one cubic diameter equals one liter and one liter of water weighs one kilogram. The metric tables are formed by combining the words "meter," "gram," and "liter" with the six numerical prefixes:

milli-	deka
centi-	hecto
deci-	kilo-

Where miles are used in England and the United States for measuring distances, the kilo-meter (1,000 meters) is used in metric countries. The kilometer is about 5 furlongs. There are about 1,600 meters in a statute mile, 20 meters in a chain, and 5 meters in a rod.

The meter is used for dry goods, merchandise, engineering, construction building, and other purposes where the yard and foot are used. The meter is about a tenth longer than a yard.

The centimeter and millimeter are used instead

of the inch and its fractions in machine construction and similar work. The centimeter, as its name shows, is the hundreth of a meter. It is used in cabinet work, in expressing sizes of paper, books, and many cases where the inch is used. The centimeter is about two-fifths of an inch and the millimeter about one twenty-fifth of an inch. The millimeter is divided for finer work into tenths, hundredths, and thousandths.

If a number of distances in millimeters, meters, and kilometers are to be added, reduction is unnecessary. They are added as dollars, dimes and cents are now added. For example, "1,050,25 meters" is not read "1 kilometer, 5 dekameters, 2 decimeters, and 5 centimeters," but "one thousand and fifty meters, twenty-five centimeters." just as "$1,050.25" is read "one thousand and fifty dollars, twenty-five cents."

Area.

The table of areas is formed by squaring the length measures, as in our common system. For land measure 10 meters square is called an "Are" (meaning "area".) The side of one Are is about 33 feet. The hectare is 100 meters square, and as its name indicates is 100 areas or about 2½ acres. An acre is about 0 4 Hectare. A standard United States quarter section contains almost exactly 64 Hectares. A square kilometer contains 100 hectares. For smaller measures of surface the square meter is used. The square meter is about 20 per cent. larger than the square yard. For still smaller surfaces, the square centimeter is used. A square inch contains about 6½ square centimeters.

Volume.

The cubic measures are the cubes of the linear units. The cubic meter (sometimes called the stere, meaning "solid") is the unit of volume. A cubic meter of water weighs a metric ton and is equal to 1 kiloliter. The cubic meter is used in place of the cubic yard, and is about 30 per cent. larger. This is used for "cuts and fills" in grading land, measuring timber, expressing contents of tanks and reservoirs, flow of rivers, dimensions of stone, tonnage of ships, and other places where the cubic yard and foot are used. The thousandth part of the cubic meter (1 cubic decimeter) is called the liter.

For very small volumes the cubic centimeter (cc or cm) is used. The volume of water weighs a gram, which is the unit of weight or mass. There are about 16 cubic centimeters in a cubic inch. The cubic centimeter is the unit of volume used by chemists as well as in pharmacy, medicine, surgery, and other technical work. One thousand cubic centimeters make one liter.

The hectoliter (100 liters) serves the same purpose as the United States bushel (2,150.42 cubic inches), and is equal to about three bushels, or a barrel. A peck is about 9 liters. The liter is used for measurements commonly given in the gallon, the liquid and dry quarts, a liter being 5 per cent. larger than our liquid quart and 10 per cent. smaller than the dry quart. A liter of water weighs exactly a kilogram, i.e., 1,000 grams. A thousand liters of water weigh 1 metric ton.

Measurements commonly expressed in gross tons or short tons are stated in metric tons (1,000 kilograms). The metric ton comes between our long and short tons and serves the purpose of both. The kilogram and "half kilo" serve for every day trade, the latter being 10 per cent. larger than the pound. The kilogram is approximately 2.2 pounds. The gram and its multiples and divisions are used for the same purposes as ounces, pennyweights, drams, scruples and grains. For foreign postage, 30 grams is the legal equivalent of the avoirdupois ounce.

EQUIVALENS CORRALLED.

Weights or Mass.

Gramme or gram is the weight of that quantity of distilled water at its maximum density 4 degrees C (39 2 degrees F.) which will fill the cube of 1-100 part of a meter.

1 gram equals 1 cubic centimeter.
1 grain equals 0.0648 grams.
1 gram equals 15.43234874 grains.
1 av. oz. equals 282.3495 grams.
1 gram equals 0.03527 av. oz.
1 troy oz. equals 31.10348 grams.
1 gram equals 0.03215 troy oz.
1 av. pd. equals 0.453592 kilos.
1 kilo equals 2.20562 av. pds.
1 kilo equals 35.2739 av. oz.
1 troy pd. equals 0.37324 kilos.
1 kilo equals 2.67924 troy pds.
1 av. oz. equals 0.02835 kilos.
1 kilo equals 22.1507 troy oz.
1 oz. troy equals 0.03110348 kilos.
1 drachm (60 gr.) equals 3.888 gm.
1 gram equals .2572 drachms.
1 pd. av. equals 453.5924277 grams.

Volume.

1 cubic millimeter equals 0.000061 cubic inches.
1 cubic inch equals 16387.2 cubic millimeter.
1 cubic centimeter equals 0.0910 cubic inches.
1 cubic inch equals 16.3872 cubic centimeter.
1 cubic foot equals 0.02832 cubic meter.
1 cubic meter equals 35.314 cubic feet.
1 cubic yard equals 0.7646 cubic meter.
1 cubic meter equals 1.3079 cubic yard.

Capacity.

The liter is the cube of the 1-10 part of the meter.

1 cubic centimeter equals 1 gram.

Bottle Complete

Breast

Cell

To the Druggists of Canada

We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Ball-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing We are making a special offer on the Ball-cup nipple until the 1st of January, 1912. Write us for prices.

THE HYGEIA NURSING BOTTLE CO.

1336 Main St., - Buffalo, N. Y.

Section of ball-cup nipple. The puncture in the nipple is at the bottom of the cup.

Retail Druggists

Increase Your Income!

Put in a line of the best known **DOG REMEDIES** in America, and command the patronage of the great body of Dog owners and lovers. Sales certain. Write for complete particulars and recommendations of other druggists.

Dr. Cecil French, 55 French Bldg. **Washington, D.C.**

Canadian Distributors: The Wingate Chemical Co., Montreal, P.Q.

Make Money Selling

the strongest line of the most palatable and effective Lozenges, and well known to the public.

London Hospital Throat Lozenges

(Formulæ of Sir Morrell Mackenzie)

English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per jar 90c.) In lots of 16 jars, $12 80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

English Peppermint Lozenges
Ex. Strong Wintergreen Lozenges
Pine Tree Tar Gum Drops
English Mint and Licorice Jujubes
Licorice Gum Drops
Lemon Gum Drops

Put up in 5c packages.

When ordering from your Jobber be sure to specify Roworth's. Guaranteed under the Pure Food and Drugs Act. Serial number 1023.

The Roworth Mfg. Co., 85 Maiden Lane, New York

Write for Price List. F. O. B., N.Y. Strictly Pure

These goods can be had from any of your jobbers

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FINEST DUTCH ..SUGAR OF MILK..

H. M. S. BRAND

—DISTRIBUTORS FOR CANADA—

B. & S. H. Thompson & Co., Ltd.

Montreal.

FOR OVER HALF A CENTURY

BROWN'S BRONCHIAL TROCHES

Have been recognized throughout the world as a staple remedy for hoarseness and coughs.

A preparation of simple medicinal substances held in general esteem in the treatment of throat affections caused by cold or exertion of the vocal organs.

The Troches are effective in disorders of the throat and larynx, and an invaluable aid to speakers and singers for allaying hoarseness and irritation of the throat.

To sufferers from Lung Troubles, Bronchitis and Asthma, they afford great relief. Warranted free from opiates or anything harmful. In boxes only; never sold in bulk

BROWN'S BRONCHIAL TROCHES

Advertising matter sent free to Druggists upon request

John I. Brown & Son, Boston, Mass.

It goes without saying that no stock is complete without

Mrs. Winslow's Soothing Syrup for Children Teething

First introduced in 1849. It is now favorably known and sold all over the world.

There are Two Splendid Complete Outfits

THE MEDIUM SIZE OUTFIT

contains complete assortment of 80 different parts, enough fixtures for one medium sized window or two small ones, with extra units for inside displays.

$21.00

F.O.B. Hamilton

The Better Way

THE FULL SIZE OUTFIT

contains the full assortment of the 130 units or parts, enough fixtures for two full sized windows with extra parts for inside displays.

$35.00

F.O.B. Hamilton

We Carry Stock at Hamilton--Duty Paid

Send Coupon for Our Special "Make Us Prove It" Offer. This Line is Sold on Its Own Clear Merit.

Simplicity—A Never Ending Variety of New Displays—Lasting—Wear—"Just Your 2 Hands and the Merchandise"

Now, Mr. Merchant, REMEMBER:

That "The Better Way" Interchangeable principles are positive and have been thoroughly proven out. You get the same long wear and satisfying service from these Interchangeable Outfits that the old style rigid or solid fixtures gave you.

That with these fixtures you can create a different display every week for four solid years. You can change your windows every day if you want to and without any trouble, worry or annoyance.

That "The Better Way" is not an expense, it is a SERVICE—an active, money-making, time-saving, business-increasing, "help-you-every-minute" SERVICE.

That it is so simple that window trimming is something you can really enjoy, for the innumerable combinations and displays that you can make are interesting both to you and the passer-by.

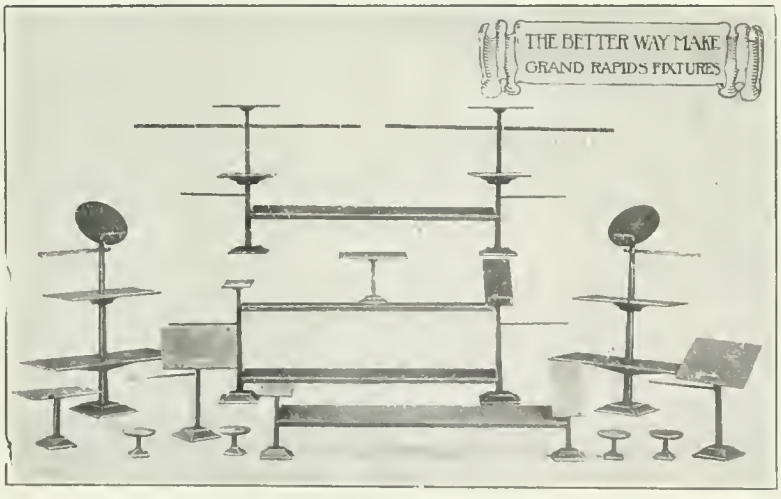
That when you get these fixtures in your store you will find that we DO use the very best selected material, you will find that we DO apply the skill and patience of the greatest furniture centre of the world, you will find that our designs are both unusual and attractive and how we have made our fixtures something besides inanimate pieces of wood and how they add tone and character to your window.

That you will find that the rich smooth finish sets a new high standard for window display fixtures and how it makes a whole lot of difference in the appearance of your windows.

That we have a special proposition to offer to responsible merchants which we want you to have. Send the coupon to-day giving us your name and address and the proposition will go to you by return mail.

Draw trade with your windows, through your doors, and up to your counters

The Taylor Mfg. Co., Hamilton, Ont.



This illustrates a few designs of fixtures that it is possible to set up with the outfits. This illustration shows enough fixtures for two full sized windows. Note their splendid adaptability for both window and show case displays.

Grand Rapids Quality.
Workmanship and Real Excellence of Finish.
Golden Oak and Weathered Oak
A Rich, Smooth, Hand Waxed Finish.

THE TAYLOR MFG. CO.
Hamilton, Ont.

Gentlemen.-- Send Special "Make Us Prove It" Offer and Full Particulars.

Name ... .

Address ....

Town ... ...

Province ....

1 cubic centimeter equals 16.23 minims.
1 minim equals 0.06161 cubic centimeter.
1 cubic centimeter equals .2705 fl. drachm.
1 fl. drachm equals 3.6967 cubic centimeter.
1 c. c. equals 0.03381 fl. oz.
1 fl. oz. equals 29.574 c. c.
1 pint equals 0.473179 liters.
1 liter equals 2.11336 pts.
1 liter equals 33.8149 fl. oz.
1 fl. oz. equals 0.029574 liters.
1 fl. quart equals 0.94636 liters.
1 liter equals 1.05668 quarts.
1 gallon equals 3.68543 liters.
1 liter equals 0.26417 gallons.
1 pint equals 473.169 c.c.
1 quart equals 946.36 c.c.
1 gallon equals 3785.43 c.c.

Area.

1 sq. inch equals 645.16 sq. millimeter.
1 sq. millimeter equals 0.0015 sq. inch.
1 sq. inch equals 6.452 sq, centimeter.
1 sq. centimeter equals 0.1550 sq. inch.
1 sq. foot equals 0.09290 sq. meter.
1 sq. meter equals 10.7648 sq. ft.
1 sq. yard equals 0.8361 sq. meter.
1 sq. meter equals 1.1960 sq. yd.
1 sq. mile equals 2.5900 sq. kilometer.
1 sq. kilometer equals 0.3861 sq. mile.
1 sq. kilometer equals 100 hectare.
1 hectare equals 2,471 acres.
1 hectare equals 176 are.
1 acre equals 0.4047 hectare.
1 are equals 10 meters square.
1 sq. section equals almost exactly 64 hectare.

Dry Capacity.

1 dry quart equals 1.1012 liters.
1 liter equals 0.9081 dry quarts.
1 peck equals 8.80982 liters.
1 liter equals .11351 peck.
1 bushel equals 0.3523 hectoliter.
1 hectoliter equals 2.83774 bushel (about one barrel.)
1 bushel per acre equals 0.87078 hectoliter per hectare.
1 hectoliter per hect. equals 1.14840 bushel per acre.

Length.

A meter is one one hundred and forty millionth part of the earth's circumference taken around the poles.

1 inch equals 25,4001 millimeter.
1 millimeter equals 0.03937079 inch.
1 inch equals 2.54001 centimeter.
1 centimeter equals .3937 inch.
1 meter equals 59.37079 inch.
1 inch equals .0254001 meter.
1 foot equals 0.301801 meter.
1 meter equals 3.28083 feet.
1 yard equals 0.914402 meter.
1 meter equals 1.093611 yard.
1 mile equals 1.60935 kilometer.
1 kilometer equals 0.62137 miles.
1 kilometer equals about 5 furlongs.
1 chain equals about 20 meter.
1 rod equals about 5 meter.

From the above equivalents I think any problem can be worked.

A Few Temperature Equivalents.

100 C. equals 212 F. (Boiling).
37 C. equals 98.6 F. (Fever Therm).
25 C. equals 77 F. (U.S.P. standard).
15.4 C. equals 60 F. (Standard for Government liquor revenue work and the old U.S.P. standard)
4 C. equals 89.2 F. (Maximum density of water)
0 C. equals 32 F. Freezing.
-40 C. equals -40 F. Grades even. Mercury freezes.
-253 C. equals -459 F. Absolute zero.
0 Reaumur. Freezing. 80 R. Boiling.

To convert Fahrenheit to Centigrade : Subtract 32, multiply the remainder by 5, and divide by 9. Or : Subtract 32 and divide by 1.8.

To convert Fahrenheit to Centigrade : Subtract by 9, divide by 5, and add 32.
Or : Multiply by 1.8 and add 32.

Miscellaneous Equivalents.

1 fl. oz. equals 456.392 gr. (4 degrees C.-39.2 F.)
1 fl. oz. equals 455.7 gr. (15 4C.-60 F.)
1 fl. oz. equals 454.581 gr. (25 c.-77. F.)
1 gr. equals 1.0517 minim.
1 minim equals .9508 grain.
1 cubic inch (60 F. in air, Barometer 30). 252.458 gr.
1 gallon equals 231 cubic inches.
1 gallon equals 8.31 av. pound.
1 gallon equals 58329.6 grains. (60 F.)
1 bushel equals 2150.42 cubic inches.
1 scruple equals 20 grains.
1 pennyweight equals 24. grains.
1 troy oz. (8 drams) equals 480. grains.
1 av. oz. equals 437.5 grains.
1 pd. troy (12 oz.) equals 5760. grains.
1 pd. av. equals 7000. grains.
1 pint dist. water equals 7302.3 gr. (4C. 39.2F.)
1 pt. dist. water equals 7291.2 gr. (15.4 C.-60F.)
1 pd. av. equals .9601 pint.
1 pint equals 1.0416 av. pd.

PYRETHRUM FLOWERS WANTED.

A subscriber asks where he can buy Pyrethrum Flowers in large quantities. If the whole flowers are wanted we believe either of the following firms can supply them :

P.E. Anderson & Co., 99 John St., New York.
J.L. Hopkins & Co., 100 William St., New York
Peek & Velsor, 7 and 9 Gold St., New York.

If the powdered flowers are desired, any of our wholesale drug houses can supply them.

The Drug Clerk

First apprentice, next assistant and then proprietor. These are the three usual stages in the life of the pharmacist, always with varying experiences, some pleasant, some quite the reverse, depending on the disposition of the employer and employee.

In many respects there has been a change in the attitude of the employer to his assistant, and, as a rule, for the better; he recognizing the fact that his clerk, whether in the time of his apprenticeship or as a licentiate can be of material help in building up a business and maintaining a favorable reputation for the store in which he is engaged.

Working together, therefore, in unison, the druggist and his assistant should have more of a fellow feeling than frequently exists. With the idea of cultivating a still closer relationship between employer and employee, we have decided to give a certain amount of space to the drug clerks of Canada in order that they may give their ideas and make suggestions which would be for the betterment of the craft generally.

This department is therefore offered to the drug clerks of the Dominion, and should they avail themselves of it, as it is hoped they will, we will continue to reserve space for them in each issue, in order that all subjects concerning the welfare of the clerk may be fully discussed.

DRUG CLERKS' ASSOCIATION.

As noticed some time ago in our columns an Association of drug clerks under the name of the National Association of Pharmacologists, has been incorporated, with its headquarters at Columbus, Ohio, and apparently the organization is in good working order and in the hands of energetic, capable organizers. The following resolution was adopted at the January meeting of the executive board of the N. A.P.

ATTENTION! DRUG CLERKS.

The following resolutions were adopted at the January meeting of the National Executive Board of the National Association Pharmacolobists, Columbus, Ohio, the Drug Clerks' official organization, and which will be of interest to every drug clerk.

Whereas, one of the greatest aids and an essential factor of an association is a membership sufficiently large to bring about results and to enable it to proceed energetically and zealously in fulfilling its objects and promises, and to execute in accordance with the demands of the times for all concerned, and,

Whereas, experience has proven that the drug clerks of the U. S. recognize the benefits to be derived from an official association for the men, and the great influences for betterment and elevation of commercial and professional pharmacy, and,

Whereas, the National officers of the N. A. P. desire that every State in the Union be represented in the membership before the next annual convention that the progress and work may be extended, and that the charitable work of establishing the national home be consumated.

Therefore, be it resolved, that the membership fee, including certificate of membership, lapel button and dues for remainder of 1912 shall be $1.00 (one dollar), same to remain in force until the next annual convention, Tuesday, September 3, 1912.

Be it further resolved, that every drug clerk be invited and fervently asked to affiliate at once, thereby assisting in the objects and work of the Association.

The National Association Pharmacologists.
By the National Executive Board.
National headquarters, Columbus, Ohio.

WORKING FOR OTHERS.

After all this heading expresses all there is in this world, all that gives one much pleasure and satisfaction.

We are all working for someone else, or if we are not, we should be, for a man who does not have consideration for some one else's pleasure will soon shrivel up, and soon become of no account either to himself or to the community.

It doesn't require so much effort or so much money to give others a little pleasure from which we also derive benefit because one knows that in proportion as he gives pleasure and does things for others that money can't buy, that such are really the things that are worth while and that count.

Money don't buy real friendship, the kind that gives help and encouragement to help over rough places, smooth out the wrinkles and furrows, that dries the tears, that gives hearty handshakes and pleasant smiles.

As you go along your business pathway learn to give these little pleasures to others. It may be a kind word, an encouraging look, or a handshake that means really what you feel, but don't

Dupont Brushes

This cut shows one of our best sellers in French Ivory. The Manicure Sets in this line outclass everything.

The name **"Dupont"** is now a familiar one to the people who appreciate good merchandise, as these brushes are extensively advertised in the leading magazines of the day.

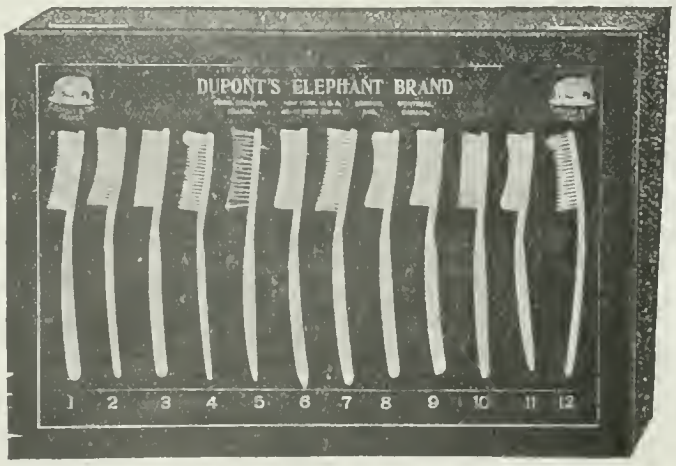
For these reasons we would like you to consider the advisability of stocking Dupont Brushes. After all, there is both pleasure and satisfaction in selling good goods.

Ebony and French Ivory Manicure and Toilet Cases

Handsome Cases like this cut, with Dupont Fittings, make sales every time. Why? Because the fittings are good and the contents rich in appearance.

Remember, good goods well put-up are half sold.

This Tooth Brush proposition beats them all.



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No up-to date Druggist can afford to be without these for their Christmas trade. Their beautiful floral odor and one-half gross of samples that we give with each gross of soap will sell the goods and bring large returns.

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for a medium price soap with doll as per photo for Christmas trade is unexcelled. Write for quotations.

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-FAIRBANK'S SOAPS-

GLYCERINE TAR SOAP—for shampooing.
PUMMO SOAP—for the hands.
SANITARY (Carbolic) SOAP—for General use.

Because they are the best to be had, and show the dealer a margin of over 75% profit.

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Absolutely Sure!

Any Druggist, when he sells or recommends "Mecca" Ointment, does it with a certainty that his customers get full value for his or her money and they will come again and again for it. We will stand behind every jar. All Wholesale Drug Houses or

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We invite correspondence

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ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

overlook the opportunity of giving these pleasures, small as they may seem to you, to others.

It may mean a great deal to them when they are blue and discouraged and downhearted.—Ex.

ENJOYMENT OF BUSINESS LIFE.

There is a tendency to emphasize the disagreeable things in business and to ignore its pleasures. Men are apt to forget the positive and wholesome enjoyment there is in work when done in anything like the right spirit. We are so constituted that all our pleasures come from the putting forth of activity in one form or another — physical, mental or emotional. This is expressing in everyday language the statement of the great meta-physician, that pleasure is the reflex of unimpeded energy. In thinking and doing in an eager and earnest fashion there is positive enjoyment. Hesitation, moping and discontent are the bane of business life, and of any life, and the source of the low order of misery with which people so often needlessly inflict themselves. Decision, action, doing things, drives away these unworthy feelings like a flock of frightened birds. An enthusiastic worker has no time or reason for morbid self-consciousness. His mind and body find abundant opportunity for effort which as it goes out to the accomplishment of its task, leaves behind a pleasurable feeling. There should of course, be the satisfaction there is in doing good work, whether it be simply keeping the stock in perfect order, the writing of a difficult letter, the maintenance of a system of bookkeeping by which all that should be known about the condition of things and the way things are going can be readily ascertained. It is needless to point out the added enjoyment there is when things go well, when plans realize something, at least, of what was expected of them, when success crowns effort. Without enlarging on the pleasure there is in human contact, meeting with one's kind in the store and out of it, the consciousness that one is filling a place in the bright, busy, workday world, we cannot refrain from uttering a word of sincere congratulation to our readers as workers and in proportion as they are workers, on the pleasure which day by day they are permitted to enjoy.—Iron Age.

DRUG CLERK WANTED.

Wanted—Drug clerk, one year's experience, must understand camera supplies. Hours 7 to 6, and no Sunday or holiday work.

Apply, Box R,
The Canadian Druggist.

SALESMANSHIP.

SERVICE THE BASIS OF COMMERCIAL SUCCESS.

By A. F. Sheldon, Founder of the Science of Business Building and Editor of the Business Philosopher.

Great men and great institutions reflect nature's laws. The astronomer banks on this law. He can focus his telescope on a given point in the heavens and rest with faith, knowing the heavenly body scheduled to appear at a certain time will appear, because he knows nature's law of being on time.

Some seem to try to distinguish between nature and human nature. The human being is the apex, the pinnacle of nature; her highest creation. Man cannot violate natural law with impunity. If he does, he must pay the penalty in the subtraction from the otherwise possible totality of his success.

The penalty may be very slight. It sometimes is so slight that it is not noticed. The penalty is paid however.

Any one who violates natural law in the business world to any degree is less successful than he otherwise would have been.

Violate enough of the laws of health, and one pays the penalty in death.

Violate enough of the laws of success, and one pays the penalty in failure.

Many obey the natural laws of success knowingly, consciously.

Many work in harmony with many of them unconsciously.

Millions violate many natural laws of success; some consciously, many more unconsciously.

In number the natural laws of success are many but they can be boiled down to four injunctions.

The first of these four was given by Socrates, several thousand years ago, when he said, "Man, know thyself."

Add to this Socratic injunction these words, "and how to develop your success qualities," and the first of the four injunctions is complete.

SELF KNOWLEDGE.

Man is body plus a mind. He has a soul, too, doubtless. Personally I do not doubt it, but that is another story. Its discussion belongs to the clergy, and we shall leave it to them.

We are talking business and how to build it, and we shall discuss the physical and the mental man. As such he is a body plus a mind.

As to the body, this brief series of talks does not permit of a very long discussion of health laws. The best I can do is to challenge your attention to a few basic facts concerning the body and the care of it.

No one can obey the natural laws of success in the business world unless he takes care of his body.

Thousands disobey enough natural laws at the breakfast table every morning to throw them out

of harmony with many other natural laws of success all day long.

Millions are digging their graves with their teeth ; eating too much, and not properly chewing that which they eat.

The cigarette fiend or the man who is constantly frequenting the bar for "bracers" is not going to possess the physical endurance or the nerves to stand the strain and stress of modern business.

Millions of men and women are breathing backwards—which is only half breathing at best.

Watch the animal or the little baby before it is afflicted with civilization and you will note that when it inhales the abdomen expands ; when it exhales the abdomen contracts.

Watch your own for it may be going just the other way. If so, you are breathing backwards.

This is unnatural breath—a bad habit against the laws of health, therefore a violation of natural law in the business world.

Know the laws of keeping well, then follow the laws and the health that gives endurance and success will be yours.

However great your ability, however high your reputation for reliability, however strong your will do things, except these splendid powers are backed by health you will never be able to win complete success.

If you have to contend with the "gnawing rat of dyspepsia," or lungs so weak that every draught brings a cold, you are handicapped.

It is said that a sick stomach helped to lose for Napoleon the battle of Waterloo.

Ill-health is a cause of pessimism—and it is not the pessimist that wins in the great commercial world to-day, but the optimist.

The man who radiates sunshine, whose handshake is warm and cheerful, whose voice has the ring of satisfaction, who sees the "silver lining" within the clouds—he is the man you want to buy from ; he is the promoter, the man whose vibration is so high that he "must be up and doing."

If you would know the real reason this man is so happy—is so inspiring—it is because he is so well. His physical machinery is working in order. His lungs, his stomach, his teeth are all right.

He wears the armour of perfect health, that is why he is so well prepared to fight the battle of life.

Energy comes from health, and without energy what business man can hope to succeed ?

Endurance comes from health, and without endurance what business man can hope to succeed ?

Can the carpenter build without tools ? He must have all the tools he needs for his craft, or he will be a bungler and a botcher. He can't saw with a hammer or chop with a plane. He must have the tool for the work if he is to be a master builder.

Would you be a master business-builder ? Then you must have the tools for your work—and one of the most important tools is a healthy body. "Health is God's best gift."

To keep his health is the sacred duty of every man who would succeed. Nature offers you the means ; fresh air to breathe, clean water to drink, to bathe in, nourishing food to eat. Make your choice wisely—and be well.

One of health's chief laws is exercise—use.

Use your muscles, and your muscles become strong ; use your lungs, and your lungs become strong.

Abuse or neglect your muscles, and your strength departs ; neglect your lungs — don't breathe properly—and tuberculosis may be the result.

It is so easy for the normal man to be well that it is a crime for him not to be well.

The laws of health are so simple, nourishment and use, that it looks as if we should learn to obey them, since they mean so much in the battle of life.

Is not the man mad who in the "money-chase" destroys his body ? Logic says he is ; for money after all is only purchasing power in the commercial world, and the things worth while that money can buy are the things worth while to the well man only.

To the sick man "the earth and the fullness thereof" means nothing.

One cause of the sick man's failure is his terrible selfishness ; the man who is compelled to think continually of "his own ills" is not the man to give the world service.

To be able to give the world real service you must be able to forget yourself and think of your work only.

Only the well man can love his work, and only the man who loves his work can render efficient service, and only the man who can render efficient service can be a business-builder, and only the man who can be a business-builder can be a success in the business world.

Since you are in the business world you want to become a success, and to get the reward of commercial success—money.

That is a legitimate ambition. You should be proud of it.

The man who has no desire to make money is unwise.

But you are an ambitious man, anxious to attain or retain your success.

The first thing then to do is to be healthy. If you are so already, remain so. If not, follow the laws of health and attain it.

Remember, health is the first step in the attainment of success.

The second injunction is

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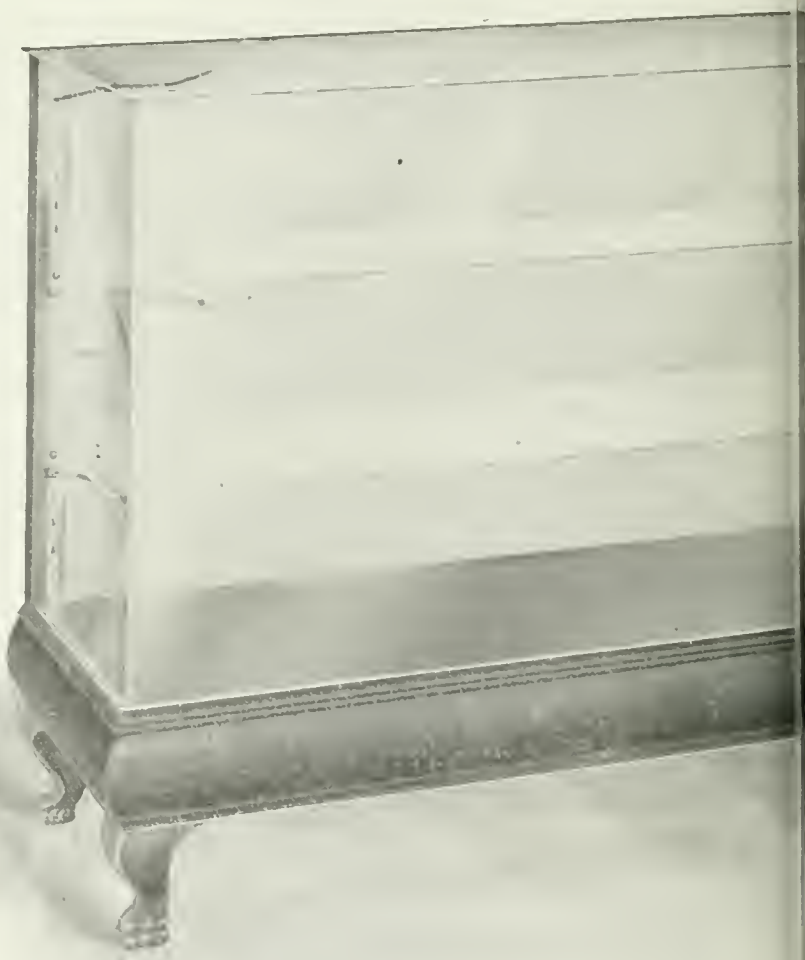

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KNOW THE OTHER FELLOW.

Thousands of dollars have been made by knowing how to handle the other fellow.

Thousands of dollars have been lost by not knowing the other fellow and by putting him in the wrong place.

Thousands of dollars have been expended by fond parents in their attempt to make doctors and lawyers of sons that nature never intended for such professions.

Thousands of hours of honest effort have been wasted by those who have been advised to go into lines of business for which they had no ability.

Thousands of lives have been ruined by persons of jarring temperaments marrying.

Thousands of parents have quarreled with their children and turned them adrift--simply because they did not understand their children.

Thousands of men on the road fail as salesmen simply because they don't understand the other fellow.

Thousands of merchants become bankrupt because they do not understand men and women. Instead of securing and retaining patrons, through their want of tact they lose those who come to them with their trade.

I put the question to you, Mr. Employer, "How can you handle the men under you if you don't understand them?"

I put the question to you, Mr. Salesman, "How can you sell goods to persons you do not understand?"

Since the greatest statesmen and the greatest professional men owe their success largely to their skill in handling men and women, can you afford to be without this knowledge?

Can directors of banks and railroads, and corporations, in whose power it lies to select men for executive offices, afford to put the wrong man in the high place?

Such a mistake may involve a railroad or corporation in bankruptcy because of the incompetency of the man selected. A man may be elected president of a bank, who is by nature a defaulter.

There was an excuse for this before character analysis had become a science. Now, however, this science has been formulated and developed to a high degree of accuracy by Dr. Catharine M.H. Blackford. The man who would be progressive must master it to keep up with the age.

THE MOVEMENT FOR FREE PHARMACY IN GERMANY.*

By George P. Forrester, Darmstadt.

The ministers of finance of practically every country are on the prowl seeking new sources of revenue, and naturally pharmacy comes in for a fair share of attention. But that an altruistic proposal by members of the profession for the benefit of the profession should be turned to account so as to form a source of profit to the national revenue is certainly worthy of being classed as an act of piracy. To fully appreciate the position, it is necessary to recall to mind that the question of pharmaceutical reform has been under discussion in Germany for over thirty years and a few years ago a bill to this effect was drafted by the imperial government, but never reached parliament, as it was dropped with the explanation that this question would have to be dealt with by the separate states.

In Germany the great obstacle to any real reform lies in the existence of two classes of pharmacies: The privileged pharmacies, that is businesses opened centuries ago and which form the private property of the owner, who is at liberty to sell the pharmacy, a very high price being paid for the privilege alone, amounting to as much as $250,000 in some cases; and, secondly, all the more recently established "concessioned" pharmacies, which are held by the successful competitor during his lifetime only, and at his death revert again to the state, which then confers the "concession" upon a new owner. Thus a pharmacist to become independent has two courses open to him: If he is well supplied with this world's goods he can buy a privilege; if not in this fortunate position, well he must either marry a wife with a suitable dowry, or spend a matter of twelve to fourteen years as a clerk, at the end of which he may enter a competition for a concession, in which he may be successful provided he has not had the misfortune to run afoul of any of the numerous regulations by which his professional life has been governed. The proposed reform provides for the conversion of all privileged pharmacies into concessions by the simple process of levying contributions on the holders of the latter and purchase of the privileges with the funds accumulated. The government has always declared itself incapable of undertaking this abolition of pharmaceutical privileges by purchase out of the national revenue, and has made it plain that the project could only be realized with the active, financial assistance of the profession.

When this draft was dropped, the proposal was made that the pharmacists should themselves voluntarily collect the money wherewith to buy up the privileges. This sounded very noble and altruistic, but when the question arose, How will this pecuniary sacrifice be rewarded, beyond the soul inspiring satisfaction of having done the profession at large a good turn? So far no answer has been made to this question. Now the Wurtemberg government has elaborated a budget

* American Druggist.

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All "Sterling" Goods are Pure, Uniform and of True Flavor

"Sterling" Fruit Syrups, perfect flavor and color. The highest standard of purity and permanency.

"Sterling" Fountain Fruits, the natural aroma and flavor. Prepared from selected ripe fruits by a special process. A complete assortment of crushed and whole fruits.

"Sterling" Flavoring Extracts, unequalled in quality and flavor. Put up in all convenient sizes.

Soda Fountain Specialties including Canadian Red Cherries, Maraschino Cherries, "Cream de Menthe" Cherries, Crawford Peach Slices, Pineapple, Crushed Fruit, Whole Fruits, Strawberries, Chop Suey, Maple Walnut, Etc.

LEADING LINES:

"Sterling" Unfermented Fruit Wines, Lime Fru Juice, Lime Fruit Cordial, Raspberry Vinegar, Ice Cream Powder.

Tri Cola, a popular fountain beverage, sold all the year round.

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which, among other items, includes an enormous increase in stamp duties, a point which affects the pharmacist, as the concessionnaire is required to pay stamp duty on the document conferring this honor upon him. This met with the approval of the Wurtemberg lower house, but when this clause came up for discussion in the upper house, without any warning, the majority accepted an amendment compelling the holder of a concession to pay in addition to his ordinary taxes, an extra contribution amounting to about double his trade tax. This proposal was utterly unexpected, and the Minister of the Interior was obviously taken aback. This extra imposition affecting solely the "concessioned" pharmacies is justified by the fact that he has not to invest the large capital required in the case of a privileged business—in fact he is made a present during his lifetime of the monopoly without being a cent out of pocket, therefore, it would only be fair to equalize this injustice by an extra tax, which would incidentally help to fill the coffers of the treasury. That this form of equalization is resented requires no mention; indeed, those who live in the other states devoutly hope that their altruistic proposal will not share the same decidedly obnoxious fate.

The supply of medicines in outlying country districts, particularly of household remedies, has long been a subject of dissatisfaction, both to the population and to the pharmacist. The German pharmacist, it is true, has the sole monopoly of dispensing prescriptions and of selling any articles used as remedies. A breach in this privilege was made some years ago by permitting the sale, outside pharmacies, of a limited number of harmless household remedies, such as tincture of valerian, spirit of ether and zinc and boric ointment, the latter "only for the use of animals." Thereby hangs a tale. The sale of these articles in large towns is assumed by the druggists, while in smaller places it is some enterprising grocer or general dealer who ads this branch of commerce to his stock in trade. Now these two ointments are very much in request by human beings, but, according to the letter of law, they are only to be sold for the use of animals. To meet this difficulty the druggist prints inside the lid of the container a notice to the fact that, although sold for the use of animals, this ointointment corresponds in quality to that sold by pharmacists. Another difficulty is the subject of making up prescriptions, and in very many parts the patient often has to wait some time before the prescription is taken to a pharmacy a few miles away and there made up. In exceptional cases, where the scattered population does not justify the creation even of a branch pharmacy, the local doctor is given the permission to keep a house pharmacy in order to be able to dispense his own prescriptions, which he must charge for according to the official prescription tariff, and, in addition, is required to purchase his stock and supplies from the nearest pharmacy.

The latter facility only refers to prescriptions, and still leaves unsolved the question of the supply of household remedies. Another factor, too, has to be taken into consideration. Several firms make it a business to supply general stores in country places with cases containing an assortment of packed household remedies, and also furnish a sign with the word "druggist" These purveyors of medicine are by no means in favor with the pharmacists, for, in spite of casual inspections by the authorities, there is no knowing what "forbidden" articles they may not also supply; and the absence of knowledge regarding their stock, apart from the information conveyed on the labels, is not to the public advantage. This question of the supply of remedies in rural districts unprovided with pharmacies is now engaging the attention of the Prussian government, and it has invited the pharmaceutical association to present some feasible proposals to meet the requirements of the case. The best idea so far advanced is that a supply of household remedies, i. e., remedies which the pharmacist may sell without a prescription, shall be entrusted to some responsible person in the village, be it the mayor or a teacher, who will receive some slight remuneration out of the village rates for the trouble in selling and storing them. The remedies will be supplied in packages ready for sale by the nearest pharmacy, the owner of which will be held responsible for the quality of the goods supplied. The articles may only be sold in the original packages, at the prices indicated on each container. These stores will be subject to inspection by the authorities, who will also have to see that the supplies are really only obtained from the nearest pharmacy and not from any outside sources. It is also proposed to include a few articles, only issued on a prescription, but used by doctors in emergencies; these would only be supplied to the doctor at his special request, and he would then be held responsible for the same. It will be seen that the above proposal fully safeguards the rights of the pharmacist as the sole purveyor of medicinal agents to the population, but at the same time it is significant to note that the organization of qualified assistants which formerly was in favor of personal concessions, has now adopted as its platform the demand for unrestricted exercise of the profession, viz., the abolition of restricting the number of pharmacies to a fixed ratio of the population, as is at present the case, the proportion averaging one pharmacy for every 10,000 souls.

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LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Look!

Every mail brings us letters enclosing cash for one or more bottles of **Dr. Marshall's Catarrh Snuff**, the writer stating that his druggist does not keep it in stock. **You ought to get this money and make the profit. Order it in cartons and display it.**

ORDER from your jobber NOW.

1 doz. Cartons, $2.10 ½ doz. Cartons, $1.05 5 PER CENT OFF

These advertisements appear in the Canadian papers to bring you trade.

C. H. KEITH, Manufacturer, Cleveland, Ohio
THOMAS GIBBARD, 30 St. Francois Xavier St., MONTREAL

CONTINUOUS AND WIDESPREAD ADVERTISING backed by sound consistent quality have made Tuckett's Cigarettes the first choice of Canadian smokers. Tuckett trade is stable. It increases year by year. Last year (1911) sales reached the record mark of 55 million. What proportion of these sales were yours? Cash in on the Tuckett reputation by selling the Tuckett line. Order a trial shipment.

TUCKETT'S CIGARETTES

In Three Varieties—Retail Prices Quoted.
Club Virginias, 15c for 10
Special Turkish, 15c for 10
T & B, 10c for 10

TUCKETT LIMITED HAMILTON, CANADA

Your Profit 100 per cent When You Sell

THE **KILLKORN** SAFETY **CORN SHAVER AND Callous Remover**

Price 50c

Money-back-guarantee Coupon with each Killkorn

This wonderful little invention for human necessity is indispensable in nearly every home.

Sells at Sight **Does the Work**
Brings more Orders
Makes Friends **Makes Big Profits**

In Leatherette case with 2 scientifically tested German Steel Blades

Order from Jobber, $3.60 Doz.

Special Discount Gross Lots

If your jobber cannot supply you, Write to us.

Segal Manufacturing Co.
New York, - - U. S. A.

Let Soda Water Pay Your Rent

Are you making money? Or are you just struggling along, barely able to pay your expenses the way countless druggists are doing?

You are a skilled pharmacist. Your store is a safe haven for sick people. Now make it a pleasant place for WELL people, and double your income. Put in a new "Liquid" Iceless Soda Fountain, and Hot Soda Outfit, and see how quickly soda water will pay your rent and salary roll.

All Seasons are Soda Water Seasons

The summer is not the only season for soda water. Everybody drinks cold water in the winter—why not cold soda water? For those who don't like cold drinks, serve HOT sodas. Soda water is good ALL THE TIME—HOT or COLD.

Small Capital Necessary

No druggist is too poor to install a "Liquid" Soda Fountain. Make a nominal payment at first. Then another one in the spring, out of the earnings of your soda water department. No terms could be easier.

Soda Fountains Bring Crowds

Where there is a soda fountain, there you will find the crowd. Make your store that place. Install a "Liquid" soda fountain and a "Liquid" automatic carbonator and you will find your business growing. You'll see more people in your store than you ever saw before.

Make Room for a Fountain

Don't let lack of space prevent you from making more money. Rent a part of the store next door for a soda water "annex," and cut a door through. It will pay you. Others have done it and made money hand over fist.

Soda water is the national drink in the States. In time it will be the Canadian National drink. Start now and push it hard.

Our Bigness Saves You Money

As the world's largest builders of complete soda fountains, our manufacturing costs are lowest and our raw materials cost less.

What we save we pass along to you in BIGGER VALUE FOR YOUR MONEY. That is why we can place a complete outfit in your store, duty paid, cheaper than you can buy it in Canada.

"Tie To The Liquid"

It pays to buy all your supplies from "The Liquid"—your fountain, your carbonator, your gas, your fruits, and syrups, everything. Then you know who is responsible for the quality of your sodas. "Put all your eggs in one basket."

Use the Coupon ☞

The Liquid Carbonic Co'y

(Address Nearest Branch)

Please send information about a Soda Fountain to occupy space .....ft. by.....ft. This request does not obligate me in any way.

Name.....

P.O.....Province.....

Canadian Druggist, Feb., 1912.

The Liquid Carbonic Company

General Offices and Works: Chicago, U.S.A.
Branches handling Canadian business: New York, Boston, Pittsburg, Detroit, Chicago, and Minneapolis.

The Soda Fountain

HOT SODA FORMULAS.

HOT GINGERADE.

Into a hot soda mug draw one ounce of ginger syrup. Into this squeeze one-quarter of a large lemon or one-half a small one. Fill cup with very hot water and serve with a spoon. Very refreshing and bracing on a cold day, and excellent for colds.

HOME MADE TOMATO BOUILLON.

Two gallon tins canned tomatoes.

Hungarian paprika (sweet red pepper) ¼ drachm

Salt, ½ ounce.

Fluid extract beef, 4 ounces.

Open the cans tomatoes. Place in a large pot. Boil over open fire until almost half boiled away, stirring constantly to prevent burning. Then force through a fine sieve with a brush. This will leave you a gallon of thick tomato pulp. Stir in the pepper and salt and fluid extract beef. Put into bottles or jars and tightly seal while hot. Keep in a cold place.

Use one ounce of the bouillon to a cup of hot water. Let the customer add additional seasoning, if desired.

TOMATO PUREE.

Make tomato pulp same as above. Add one pint of sweet cream, one-quarter of an ounce of salt, one-quarter of a drachm of Hungarian paprika and one ounce of sugar. Put back on fire and let it come to a boil. Take off and pour into bottles or jars and seal tight while hot. Keep in a cold place. To serve, pour two ounces of the puree in a hot soda cup, fill with boiling water and season to suit.

CHOCOLATE SAUCE.

One pound soluble cocoa, three pounds sugar, one quart milk, one quart water, one-half ounce vanilla extract.

Heat water, add cocoa, and let it come just to a boil. Add sugar and let it come to a boil again. Add cocoa and let it boil up once, stirring constantly. Take off fire and stir in the vanilla extract. You should stir constantly while heating, as it makes a heavy sauce and is apt to burn when made with direct fire unless great care is used. Better make in a double boiler. When done, put in a dish to keep hot over the water bath.

ICE CREAM HOT CHOCOLATE SAUCE

This is a famous winter dainty combining both hot and cold. It has become so popular in New England that you find it served very often in the homes. It sounds strange, but it really makes a neat delicious dainty. When you pour the hot chocolate sauce over the ice cream you would think it would melt it and make it soft and mushy, but it does not. As soon as the hot chocolate strikes the ice cream it chills the bottom of the chocolate without appreciably melting the cream, so you are able to mix the hot chocolate and ice cream with a novel and very pleasing effect. The chocolate is kept hot in a chafing dish or on a small gas stove, or in a thermos bottle. Turn into a silver sundae cup or ten to a quart cone shape disher of ice cream. Over this pour a half ounce of chocolate sauce. Top with a spoonful of whipped cream and serve with a spoon.

HOT EGG PHOSPHATES.

Into a shaker break a fresh egg, add three quarters of an ounce each of lemon and orange syrup, a dash of phosphate and two ounces cold water. (This enables you to mix the egg thoroughly with the syrup so the egg will not cook when later you add the hot water). Shake thoroughly and then strain to remove the embyro into a tall china cup or hot soda mug. (A glass is apt to crack.) Fill with hot water, stirring all the time, and sprinkle the top with grated nutmeg and serve hot with a spoon.

HOT CHOCOLATE EGG.

Is made the same as above except that you use one and one-half ounce of chocolate syrup, two ounces of milk, or half the quantity of plain cream in place of the water to shake the egg with. Omit the phosphate and top with a spoonful of whipped cream in place of nutmeg as a garnish. In fact, any egg drink can be made a hot drink, using the same method adapted to the special flavor that goes to make up the drink.

HOT MALTED MILK.

Into a hot soda mug place two heaping teaspoonfuls of malted milk. To this add an ounce of cold water and stir until the malted milk is well dissolved. Add an ounce of vanilla syrup and an ounce of plain cream. Then fill mug with boiling hot water. Top with a teaspoonful of whipped cream and serve with a spoon.

HOT MALTED MILK WITH EGG.

Into a shaker break a fresh egg; to this add one ounce plain cream, one ounce vanilla syrup, two teaspoonfuls malted milk. Shake thoroughly. Do not strain. . Pour into hot soda mug and fill with boiling hot water. Top with a teaspoonful of whipped cream.—From an article by C. E. Tracey, in the Confectioners' Journal.

HOT MAPLE SAUCE.

No. 1. Dissolve eight pounds of maple sugar in four pints of water by the aid of heat and add one-half ounce of vanilla extract.

No. 2. Dissolve five pounds of maple sugar and two pounds of granulated sugar in four pints of water. When dissolved add an equal amount of simple syrup to which has been added enough caramel to give it the maple color, and flavor with six drams of vanilla extract. Keep warm and serve over ice cream. When this becomes too thick thin with water.

HOT NUT SUNDAE.

Put a cone of ice cream in a sundae cup and cover with walnuts and pour over it a little hot chocolate sauce. Another method is to serve the hot sauce in a creamer on the side.

HOT HICKORY SUNDAE.

Put a cone of ice cream into a sundae cup and pour over it a ladle of maple syrup and then sprinkle with chopped hickory nuts.

BEEF BOUILLON SOLUTION.

Mix thoroughly six ounces of any high grade liquid beef, one-half an ounce of powdered mustard, one dram of black pepper, ten drops of herb bouquet, one dram of powdered celery, two drams of bay leaves, two ounces of salt, and enough hot water to make one pint. Mix thoroughly and let stand until cool. Strain through a cheese cloth. Use about one teaspoonful to a mug of bouillon.

FLORIDA CLAM BROTH.

Run 50 clams through a meat chopper, add them to one gallon of clam juice to which has been added four ounces of arrow root, one-half pound of salt, and two quarts of water. Boil for ten minutes, then allow to cool and strain.

CHILL CHASER SYRUP.

Mix thoroughly three ounces of fluid extract of ginger; twelve ounces of infusion of gentian; eight ounces of lemon juice; infusion of lemon peel, four ounces and twenty ounces of water. In this dissolve five pounds of brown sugar. Serve two ounces in mug and fill with hot water.

GINGER FRUITANA SYRUP.

Mix thoroughly six ounces of fluid extract of ginger soluble, six ounces pineapple stock, and one-half an ounce of fruit, with enough simple syrup to make one gallon. To serve put one to one and one-half ounces in a mug and fill with hot water.—E. F. White, in the International Confectioner.

Where there's a bill there's a pay coming.

If money talks, lack of it, we humbly opine, squeals.

CONFECTIONERY IN THE DRUG STORE.

Although candy does not in every case form a companion line to soda water, yet those druggists who have soda fountains, are, as a rule, sufficiently wide-awake to have the confectionery case in close proximity to the soda fountain, for the purchaser of one is almost certain to have a fondness for the other, and the tastily displayed package of candy is always a temptation to both sexes.

There is a nice profit in this line of goods, and if only choice confectionery is kept in stock a reputation can be made, and customers who will regularly patronize the store for this item of goods, will also become customers for other articles in the store.

Our columns contain the advertisement of some of leading manufacturers of these lines of goods, all of them high-class and deserdedly popular, and the stock should not be allowed to run too law, making frequent purchases, rather than running the risk of being "just out" when any particular line is called for.

QUALITY GOODS.

The readers of the Canadian Druggist who are fully alive to the importance of serving only "the best soda fountain drinks and fancy ices" should not fail to put into stock the "Sterling" brand fountain syrups and crushed fruits, lines which command the best trade everywhere on account of the natural purity and excellence of the goods and true flavor. To make this soda water trade a real success too much attention cannot be given to the ingredients used, and to be on the sure side, with soda water and ices that appeal to the popular taste on account of their excellence, the "Sterling" brand of syrups and fruits should be employed.

This firm also manufacture Lime Fruit Juice and Cordial, unfermented fruit wines, Lemonade and Orangeade, all of which have a ready sale, especially during the warm weather. It will be well to place orders early for these goods. Read the advt. on another page.

KENT-M'CLAIN AGAIN.

Mr. W. H. Gillespie, of Fort William, has opened another beautiful store, interior designed and built by Kent-McClain, Limited (Toronto Show Case Co.) It is in rich mahogany finish and includes among other modern developments the new "Minton," Kent-McClain's latest improvement in an all glass construction marble base case.

Some people word it thusly: "Give us this day our daily loaf."

"NOBILITY LINE"

Price Protected Rubber Goods

DRUG CLERK'S ATTENTION

Work with your employer and help along the price restriction line and be rewarded accordingly.

We offer for competition special prizes (see below) to the drug clerks of Canada selling the largest number of Nobility Line Hot Water Bottles, **the competition beginning January 1st, 1912, and closing May 31st, 1912, inclusive.** The Nobility Line consists of the Empress Hot Water Bottle, 2 qt., retail price $3.00 the Princess, 2 qts., retail $2.50, 3 qt. $2.75; the Baroness, 2 qt. retail $2.00, 3 qt. $2.25; Duchess, 2 qt. $2.00, 3 qt. $2.25; Countess, 2 qt. $1.50, 3 qt. $1.75; Marchioness, 2 qt. $1.50, 3 qt. $1.75.

Remember all these Hot Water Bottles are price restrictive. Each individual sale of the Empress or Princess bottles will register as two bottles, while the Baroness, Duchess, Marchioness and Countess register as one each only. The drug clerk in the small town has the same opportunity as the one in the large city as the selling opportunity will be governed accordingly, namely. Ten bottles sold in towns of less than 3500 will be equal to 15 in towns from 3500 to 10,000 and equal to 20 in towns from 10,000 to 25,000 and 25 in cities above that population

Send in your list at the end of each month to "NOBILITY" Dixon-Wilson, Limited, Toronto. See that your list is correct and signed by your employer

PRIZES:

To the Drug Clerk selling the largest number of Nobility Hot Water Bottles—									**$100.00**	**Cash.**
"	"	"	sec.	"	"		"	"	**50.00**	"
"	"	"	third	"	"		"	"	**25.00**	"
"	"	"		"	"	Princess	"	"	only **15.00**	"
"	"	"		"	"	Empress	"	"	" **10.00**	"

See that your Employer has signed the Contract

Dixon-Wilson Limited, 66 Spadina Ave.

Phone Adelaide 1492 **Toronto**

SPECIAL OFFER

WITH NEW WINDOW DISPLAY

Dr. Chase's Almanac has just been mailed or distributed to practically every home in Canada. By using this display in your window, you will remind people that you have Dr. Chase's Medicines for sale and bring new business to your store, thereby reaping the benefit of our extensive advertising campaign.

DR. CHASE'S RECEIPT BOOK FREE

Full Size $2.75 Edition

To make it worth while for you to use this new window display, we shall give you a copy of Dr. Chase's Large Receipt Book, free, with an order amounting to $15.00 or more, to be shipped through your jobber, provided you use this display in your window for at least one week. With an order amounting to $50.00, to be shipped through your jobber, we shall allow you 10% in free goods for the window display.

Kindly enclose your sticker with order and we shall send you books for counter distribution with your name on the covers.

EDMANSON, BATES & CO., LIMITED, - TORONTO, ONT.

Formulary

PERSPIRATION POWDERS AND LIQUID ASTRINGENT POWDER.

Boric acid	4½ pounds
Powdered alum	1½ pounds
Eucalyptol	2 fluidrams
Menthol	2 fluidrams
Thymol	2 drams
Oil wintergreen	2 fluidrams
Phenol	2 fluidrams

For the treatment of hyperhidrosis of the feet, the following treatment has been recommended. A daily foot bath with a 2 per cent. perborate solution, and a dusting powder of the following composition :

Sodium perborate	15 grams
Zinc peroxide	10 grams
Talcum	75 grams

Several formulas have been suggested for the treatment of odorous perspiration :

Zinc oleate	4 drams
Boric acid	3 drams

Mix. Keep the surface constantly covered with the powder.

Hydrastine hydrochloride	5 grains
Cologne water	4 fluidounces

Apply frequently to the surface.

For Perspiration.

Zinc oleate	½ ounce
Powdered starch	1 ounce
Salicylic acid	20 grains

Where the perspiration is not especially odorous you might try the following formula for a facial preparation :

Lavender water	50 grams
Lemon water	50 grams
Peppermint water	50 grams
Tincture of myrrh	50 grams
Tincture of quillaya	50 grams
Sodium carbonate	20 grams

Three times daily moisten a portion of a napkin, dipped in water and wrung out, with the above mixture from a dropping bottle and wash the face with it.

For the hands and feet the following formula is suggested :

Prepared venetian talc	20 ounces
Powdered orris root	10 ounces
Oxide of Zinc	5 ounces
Powdered tartaric acid	5 ounces
Powdered boric acid	5 ounces
Salicylic acid	2½ ounces
Menthol	¼ ounce
Oil of eucalyptus	¼ ounce

Make a fine powder to be applied to the hands and feet, or to be sprinkled inside the gloves or stockings.—Bulletin of Pharmacy.

TRANSPARENT COSMETIC.

Tallow oil	8 ozs.
Soda lye (specific gravity, 1.336)	5 ozs.
Cocoa-nut oil	2 ozs.
Strong alcohol, 60 per cent.	5 fl. ozs.
Canada balsam	½ oz.
Cassia oil	15 min.
Oil of cloves	10 mins
Oil of lavender	10 mins.
Oil of citronella	10 mins.
Oil of thyme	10 mins.
Glycerin	1 oz.

Melt the fats together ; mix the soda lye and alcohol, and warm over a water bath, then mix the melted fat and keep well stirred over the water-bath until a portion being removed sets to a soap-like firmness. Then remove from the heat, and mix in the perfume, Canada balsam and glycerin, and cool as rapidly as possible by standing the vessel in cold water. A tin vessel is best for making this preparation. When nearly cold it may be run into the desired shapes or moulds.—British and Colonial Druggist.

CAMPHOR ICE.

1.—	Camphor	1 ounce
	Paraffin	2 ounces
	White petrolatum	6 ounces
	Oil bitter almonds	10 minims
2.	Camphor	2 ounces
	Glycerin	2 ounces
	White petrolatum	8 ounces
	Paraffin	2 ounces
	White wax	5 ounces

Mix wax, paraffin and petrolatum, add the camphor ; when it is dissolved, add glycerin.

Camphor and Menthol Ice.

Displace half of the camphor in above with menthol.

KENT-M'CLAIN AGAIN.

Mr. J. A. Lanouette, cor. Huntly & St. Zatique Sts., Montreal, has just installed a new outfit designed and built by Kent-McClain, Limited (Toronto Show Case Co.) It includes Kent-McClain's latest and most beautiful design, the new "Minton'j silent salesman, as well as the indispensable "Trianon."

W. F. Nickerson Co., of Boston, wish to announce to the discriminating Canadian trade that they have put their Nick's Kwol-i-ty line in the care of the Sutcliffe Co., Nordheimer Bldg., Toronto, and trust to the line meriting the same confidence and enthusiasm in Canada that it has in the Republic. (Artistic Clear Cut Steel Die—Card and Folders.)

A NEW ARTIFICIAL PERFUME.

According to Justin Dupont ("American Perfumer," 1911, 167), a well known body, hitherto completely neglected, possesses most valuable properties as an artificial perfume. He points out that amyl salicylate had been well known and frequently described for some fifty years before some clever perfumer recognized its possibilities and used it in a blend which so rapidly became a success, that to-day it is a regular ingredient of most of the perfumes of the orchid type. The same thing has happened, he states, with the hydrocarbon diphenylemethane, $CH_2(C_6H_5)_2$. This body was first prepared by Zincke in 1871, and was by him described as having "an agreeable odor of orange." This is not quite correct, but the classification of odors is not part of the average chemist's work. As a mater of fact, the hydrocarbon possesses to a very high degree the aroma of geranium leaves, and it can be used, either as a substitute or an adjunct, whenever the essential oil of geranium is employed. Diphenylmethane forms white crystals melting at 27 degrees, and boiling at 261-262 degrees. It is unattacked by either acids or alkalies, and therefore forms an ideal soap perfume.

TO EASILY REMOVE ADHESIVE PLASTER.

Dr. E. J. Beardsley, of Jefferson Medical College Hospital, Philadelphia, has discovered, quite by accident, that oil of wintergreen applied to adhesive plaster will completely destroy its adhesive power in a short time. It is necessary to use only a small amount of the oil, which is applied directly to the plaster and easily spreads itself throughout the adhesive material.

The removal of adhesive plaster from the skin is not infrequently accomplished by considerable pain, especially if the plaster has been placed over hairy surfaces. The oil of wintergreen is said to act under all conditions.

When is a show window not a show window? When it doesn't.

We once heard of a man who said he didn't advertise because it was unethical. We haven't heard of him since.

A happy family of contagious "business bringers" is the combination of productions referred to in a full page ad. of the Sutcliffe Co.

No doubt you have a fairly accurate idea as to the value of the stock in your store, but there is something pertaining to your business on which an inventory can throw no light—the "good-will" of the public. It may be worth more than all your tangible assets thrown together.

Photography

PHOTOGRAPHIC SUPPLIES IN THE DRUG STORE.

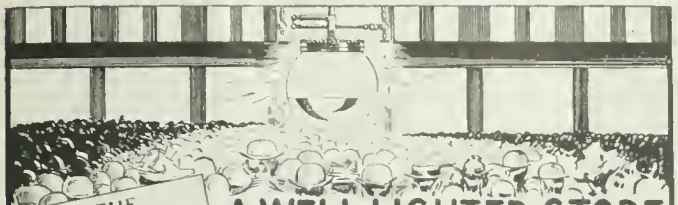
Since we first advocated the "side line" of cameras and photographic supplies in the drug store some fifteen years ago, the trade have taken hold of the suggestion in a vigorous way, and a large proportion of them have acted on our advice, and as a consequence have reaped substantial benefit from it. There are no doubt, cases where such an additional line would not be feasible nor remunerative in the drug stock, but these cases are few, and we can safely say 'that in seventy-five per cent. of the drug stores a stock adapted to the requirements of the amateur, as well as the professional photographer, would be found both directly and indirectly a paying part of the business.

We know of some druggists to which this line brings in more actual profit than the drug business proper, simply from the fact that they take an interest themselves in photography and make a leading feature of it both in their window displays and in their advertising.

With cameras selling from $1.00 upwards, a small stock can be put in without running up into very high figures, and these goods are always saleable, besides this photographic supplies command a constant sale both summer and winter, although in the latter season the sales would not naturally be as large, yet there would be a constand demand for films, plates, developers, mounts, printing paper, etc. Especially in the small towns would this be found to a a profitable "side line" to the business, and it would be well for those druggists who have not 'heretofore taken up this line to make careful inquiry into it and see if it does not present an excellent addition to his stock.

The druggist, too, might become an amateur to the extent of doing some work for the sake of practical experience, and also to have some photographs of local views which would form quite an attraction for his window, together with a display of photographic goods. The season will soon open when there will be the greatest demand for this line, and druggists will do well to go into it with zest and determination to make a successful "side line" of cameras and photographic supplies.

Answer your letters the day you get them. No, this is not superfluous advice. Too many so-called merchants reply week after next, if they reply at all.



THE R-K LIGHTING SYSTEM

A WELL LIGHTED STORE WILL INCREASE YOUR SALES

Do You Know ?

That people are attracted to a well-lighted store, and that consciously or unconsciously they avoid a poorly lighted one. You can make your store attractive, bright and inviting by using an R-K Lighting System. It can be installed anywhere—burns same as city gas—always ready to light. You own your own gas plant, pay less for your light, and get more than ever before. Thousands in daily use.

Get dissatisfied with your light. Ask yourself, "Is my light as good as daylight?" If not, write to-day for booklet "D." A postal will bring it.

"Good Light Costs No More Than Poor Light!"

RICE-KNIGHT LIMITED

TORONTO - - ONTARIO

Pepto-Mangan (Gude)

(Reg. U. S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

Specially Suitable for the Canadian Climate

BEETHAM'S

La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Frost, Cold Winds and Hard Water, and prevents Roughness, Redness, Irritation, Chaps, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. It Will Keep the Skin in a Perfect condition during the coldest winter

It is a Perfect Protection to the Skin during All Winter Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England
(Through Any of the Wholesale Houses)

Mustard Plasters

"RUEFF"

renowned all over the world for 45 years, in any packing and of any grain at reasonable prices.

Just as reliable as the French Brands

INHALERS always ready for use, to be carried in the pocket.

FABRICK PHARMAC. & CHEM. PRAEPARATE

JULIUS RUEFF

PFUNGSTADT (Hessen) GERMANY

ESTABLISHED 1867

SAL HEPATICA

REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
Large	" "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-281 Greene Ave.
Brooklyn New York

Canadian Agents
LYMANS, LIMITED, Montreal
THE LYMAN BROS. & CO., Limited, Toronto

THE GREAT ENGLISH REMEDY

ALWAYS CURE

BLAIR'S GOUT PILLS

NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved and cured in a few days by these celebrated Pills. Sure, safe and effectual. Sold by all Chemists and Stores at 4/6, and $1.01 per box.

Canadian Agents: LYMANS Limited, Montreal

GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

Through Jobbers

BRISTOL-MYERS CO.
277-281 GREENE AVE.
BROOKLYN - NEW YORK

CANADIAN AGENTS
LYMANS, LIMITED, Montreal

PREPARING LANTERN SLIDES.

In reply to an inquiry from a subscriber, the Pharmaceutical Era gives the following directions :—

A Simple Method—A warm solution of gelatin is flowed over one side of the lantern slide and allowed to harden. The drawing may then i be made with pencil, ink, or analine color. An error may be rectified by scraping off the gelatin with a knife and restoring the gelatin solution.

Lantern Slide Diagrams—(1), Draw with hard pencil or fine ground glass, and varnish with strong solution of gum damar in benzole. Or, flow a matt varnish of sandarac, 10 grains ; gum mastic, 10 grains ; methylated ether, 1 ounce ; and benzole, 100 minims, over plain glass. The matt surface takes the pencil well, and the slide is made transparent again with : Sandarac, 15 grs.; gum mastic, 15 grains ; methylated ether, 1 oz. Or use etching ground : Canada balsam, 4 parts; rectified turpentine, 8 parts ; liquid siccative, 1 to 2 parts ; plus lampblack or dropblack, sufficient to give a constituence of thick cream. Coat evenly with a badger's hair softener, to give an intensely opaque, even film. Diagrams can be sketched thereon, then scratched through with a needle or fine stylus.

(2) Take thin, transparent sheet zylonite, or celluloid, and wash thoroughly with water. When dry, rub with fine whiting or remove all grease. Drawings or writing can now be placed on the zylonite as easily as on pauer. Tracings can be readily made which are better than those on gelatin. Clamp the finished work between two glasses 3¼ x 4 in., and bind the edges with paper.

Black for Diagram Making.—Benzole, 1 to 1½ ounces ; bitumen, 4 drams ; ivory black, 5 drams; beesewax, 40 grains.

White Ink for Lantern Slides—Rub up artists' zinc white with water containing 40 grains of gum arabic per ounce.

THE "WELLCOME" PHOTOGRAPHIC EXPOSURE RECORD AND DIARY, 1912.

Whosoever desires, in the least possible space of time, to acquire a working familiarity with the principles and practice of modern photography, may be confidently recommended to this handy little volume.

The "Wellcome" Exposure Record is packed as full of photographic wisdom as an egg is full of meat, and its directions and observations on such matters as exposure, development, intensification and all other fascinating processes which go to the making of pictures, are so simple and concise that no one need go astray.

Although simple, it is encyclopaedic, and by no means confines its attention, or attempts to pin the readers faith, to one plate or to one method; on the contrary, brief and explicit instructions and explanations are given with regard to such diverse topics as factorial and time development,machine, tank or stand development, the oil pigment process, contact printing by artificial light, color photography, development in warm weather and in tropical countries, printing and toning, p.o.p., color effects by staining, the actinic value of light in various latitudes, interiors, still-life studies and portraiture. More than this, figures and factors, based in every case upon actual experience, have been worked out for all the principal films and plates on the market, and reliable data collected in a most convenient form.

By this means, and with the aid of the excellent "Wellcome" Exposure Calculator attached to the cover, it is possible to secure correct exposures under all circumstances by a single turn of the disc.

Plenty of space is left for diary pages and exposure notes, and the book is provided with pencil and clasp so that it does double duty as a pocket note book. and work of reference, and is equally useful in the dark room and the field.

Three separate editions are published, specially adapted for the Northern Hemisphere and Tropics, the Southern Hemisphere and the Tropics and the United States. When purchasing, care should be taken to specify which edition is required. The "Wellcome" Exposure Record may be obtained from all photographic dealers and booksellers.

A PRETTY CALENDAR.

We have pleasure in acknowledging the receipt of a copy of the 1912 wall calendar of Spratt's, Limited.

All the illustrations are printed in colors, and include reproductions of three pictures by the well-known artist, Miss Maud Earl.

The subjects, briefly, are as follows :—

Pointers—"A High Scent" ; "Nafisah"—Gazelle Hound ; Wild Duck—"Back to the Family" ; Popular Bantams—Silver Sebrights, Black Rosecombs, and Japanese ; "Pheasants Raiding the Undergrowth." Team of Samoyede Sledge Dogs; King Birds of Paradise ; Rhode Island Reds (poultry) ; French Bulldog—"Ch. Sacherissa" ; Bulldog—"Coadjutor," and Boston Terrier—"Jeffries Junior" ; "Terriers Working Badger Earth" Wire-haired Fox Terrier, Sealyham Terrier, Irish Terrier and White West Highland Terrier ; group of five Cage Birds ; picture of Pointer (after Landseer).

We also notice that at the back of the pictures are practical and interesting notes on the breeds depicited.

Should any of our readers desire a copy of this useful calendar, a postcard addressed to Almanac Dept., Spratt's Patent, Ltd., 24 Fenchurch St., London, E.C., will bring it.

Patterson's TORONTO Candy

SPECIAL LINES

which should be in every high-class drug store.

"Private Stock" Chocolates

"Chocolates Imperators"

"Chocolates Deliciosos"

(In One-Half and One Pound Packages)

A Matter of Good Taste

Write us for terms and proposition if we are not represented in your locality.

THE PATTERSON CANDY CO. = = = TORONTO

HORLICK'S MALTED MILK

HOT OR COLD

one of the most popular drinks at the Soda Fountain.

HORLICK made it so.

The past summer has again demonstrated the value of this "food-drink for all ages" as a most pop ılar fountain beverage. The season for hot drink is now at hand. That you may be prepared to serve your customers with Horlick's Malted Milk, we will be pleased to furnish you with attractive advertising material, etc., all charges prepaid, together with instructions for preparing delicious, "come again" Malted Milk drinks.

Horlick's Malted Milk Co.

RACINE, WISCONSIN.

GILMOUR BROS. & CO.

Sole Agents for Canada

25 St. Peter St. Montreal, P.Q.

Maple Buds

Cream Bars

Nut Milk Chocolate

Milk Chocolate Sticks

Chocolate Coffee Drops

Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited

TORONTO, CANADA

PHOTOGRAPHIC DUPLEX BATH FOR BLACK TONES.

The following combined toning and fixing bath will give black tones on printing-out paper prints made from strong negatives :

Sodium thiosulphate...	...12 ounces.
Potassium sulphocyanide.....	2 ounces
Potassium alum.....	.....300 grains.
Sodium acetate.....	3 ounces.
Silver Chloride.....	.....200 grains.
Gold chloride.....	.....30 grains.
Ammonium chloride.....	1 dram.
Distilled water.....	.....56 ounces.

Dissolve the first five ingredients in 40 ounces of water, in the order given, making sure that each is dissolved completely. Set aside in a stoppered amber-colored bottle for twenty-four hours, and filter. Dissolve the gold chloride and the ammonium chloride in 16 ounces of water, and mix the two solutions.

The printing should be carried a bit to excess, and the prints immersed in a 5 per cent. solution of sodium carbonate before being placed in the bath.

SOME PRINTING HINTS.

When you come to print, if you are using printing-out paper, and happen to over-print, print another. Don't let it go and try to satisfy your customer by telling him the old fiction that you thought he would prefer having some of them rather dark. He may take the prints, but mark my words, he will not forget it. If you are using developing paper, do the same. Time every print and they will be all alike. I have a cheap watch hanging right over my printing machine, and it takes no longer to print them all alike than it does to have each one different from all the others. And when they are finished they will be better looking prints than if you had guessed at the time and tried to correct matters in the developer. And in making sepias it is impossible to get first-class results without uniform and correct exposure of the prints in the first instance. I have heard a demonstrator tell his class that they must so time their prints that they would develop in from forty-five to sixty seconds in first development, if they wabted good sepia prints ; and I chanced a short time afterward, to see three of these same photographers using the same brand of paper, printing so far that the prints were fully developed in ten to fifteen seconds and had to be hurried into the fixing bath. And these same photographers wondered why their sepia tones were so flat and lifeless. And, remember, your paper is not capable of making good prints without some help, and the more help you give it the better your finished work will appear. Use plenty developer, as being stingy with your chemicals is penny wise and pound foolish. You need not be wasteful, but use plenty.—R.W. Eddy, in Camera Crafts.

DRUGGIST-ALDERMEN.

In the municipal elections for the City Council of Toronto, Alderman H.A. Rowland, druggist at corner Parliament and Gerrard Sts., was re-elected to the Council board. Mr. Rowland, in his previous term, had done excellent work as an alderman, and as chairman of the Board of Health, a position to which he has been re-elected for this year.

Mr. J.A. Austin, a Parkdale druggist, has also been elected as one of the representatives of Ward No. 6. Mr. Austin has already proved himself to be a man of capability in public affairs, and we congratulate the Council in this addition to their ranks. We believe that Aldermen Rowland and Austin will be among the most useful men on the Board of Aldermen for the City of Toronto this year.

We congratulate the Aldermen elect and also the citizens on their choice.

From the reports received, druggists generally are being recognized as leading men in the different localities, and are coming to the front as candidates for municipal honors. Amongst those elected are : T. B. Mitchell, as Reeve of Oshawa, Ont.; W.A. Semple, Alderman for Cobourg, Ont.; C. B. Allison, Mayor Picton, Ont.

UNITED CO'S STORES.

The United Drug Co. have now forty-seven retail drug stores, under their control, which will be in direct competition with the merger of the Riker-Hegeman stores. They purpose opening a new store in Boston, Mass, which they say will be the finest in the country.

THE SOLE SURVIVOR.

Four flies which had made their way into a certain pantry, determined to have a feast. One flew to the sugar and ate heartily ; but soon died, for the sugar was full of white lead. The second chose the flour as his diet, but he fared no better, for the flour was loaded with plaster of Paris. The third sampled the syrup, but his six legs were presently raised in the air, for the syrup was colored with aniline dyes. The fourth fly, seeing all of his friends dead, determined to end his life also, and drank deeply of the fly-poison which he found in a convenient saucer. He is still alive and in good health. That, too, was adulterated.

And while we're conserving, why not start a league for the conservation of conversation ?

Wake Up to the Fact

That the secret of your success lies in meeting the demands, anticipating the desires, and stimulating the wishes of your customers; and in these days of competition it keeps you hustling.

¶ What are you doing to hold your old and develop new trade?

¶ Are you carrying a line of goods that gives entire satisfaction to every customer and causes them to come back to you?

¶ We pride ourselves on having one of the finest, up-to-the-minute factories in the country, where efficient methods, perfect cleanliness, and absolute sanitation reign supreme. Every pound of confectionery made and sold by us is guaranteed, not merely to be pure, but to give perfect satisfaction.

¶ As an example of perfection in confections, we call your attention to our "BORDO" CHOCOLATE. Wherever there is a demand for extra-fine quality and above-the-average goods, there you'll find "BORDO." It makes an appeal to the taste that is never forgotten; hence the wonderful demand for it.

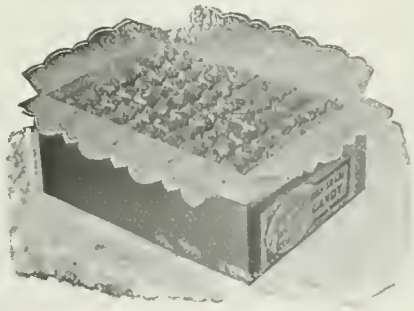
¶ We want every live jobber and retailer to get our prices and samples. To do this will open up a way to more sales, more profit, and entire satisfaction to both customer and dealer.

10c packages, 85c doz.

½ lb. boxes, $2.25 doz.

1 lb. boxes, $4.00 doz.

5 lb. boxes, 25c lb.



¶ We furnish attractive advertising matter and put our goods up in finely printed, daintily covered boxes to help boost the sales.

¶ Dealers and Jobbers, write to-day. You can't afford to overlook what we have to offer you.

The Montreal Biscuit Co.

Manfr. Biscuits and Confectionery

MONTREAL

Established 1840

NORDHEIMER'S

The Representative Music House of Canada

Head Quarters for

Violins

Banjos

Guitars

Mandolins

and

Band Instruments

also

General Musical Supply

Send for Catalogue

—THE—

Nordheimer Piano & Music Co., Ltd.

15 King St., East - Toronto

"AGFA" products are particularly adapted to meet every requirement and have the certainty of quality and purity.

"Agfa" Rodinal

is the most convenient form of any developer.

For Sale at All Photographic Dealers.

Canadian Agents.

HUPFELD, LUEDECKING & CO

1 and 3 St. Helen Street Montreal

SPECIAL

- - Sale of First 3 dozen Assorted Order Guaranteed - -

We have been appointed **Canadian Distributors** for the products of the **H. S. Peterson & Co., Chicago,** which have been selling in Canada for some years

Almozoin, Parnotis, Canthrox,
Quinzoin, Crystos, Spurmax,
Kardene.

PRICE: $4.50 per Dozen

The Manufacturers are starting on February 1st to advertise these very extensively, which will no doubt make a large demand, and those who have them in stock will reap the benefit.

You have no risk to run in ordering the quantity.

——Be Prepared for the Demand——

WE ARE ALSO DISTRIBUTORS FOR DELATONE HAIR REMOVER, PRICE $9.00 PER DOZEN.

The Lyman Bros. & Co. Limited, Toronto

Christmas Papeteries

We Manufacture them in a large variety of Choice Designs.
Our papeteries are acknowledged to be superior in every way.

Christmas Cards

Our assortment in this line is distinctly different from many lines shown, and are excellent sellers on account of their quality and finish.

Post Cards

A splendid line of Pictorial Post Cards specially suitable for high class trade and not expensive but good-at best prices.

Easter Cards

We are showing a splendid range of these goods, and our samples should be seen before placing orders.

Our Travellers are Now on the Road. Wait for Them.

E. H. Harcourt & Co., Toronto

Trade Notes

BRITISH COLUMBIA.

Dr. Babis has opened a new drug store at Kerrisdale, B.C.

E. A. Sinclair has purchased the Steward Drug Co., Victoria, B.C.

Dr. A. J. Gordon, Vancouver, B.C., has opened a branch drug store at Eburne, B.C.

Dr. A. J. Gordon has opened a new drug store at Eburne, a suburb of Vancouver, B.C.

Mr. A. W. Campbell has opened a new drug store at corner 11th St. and Park Drive, Vancouver, B.C.

W. L. Torrance has purchased the drug business of Marret & Reid, the English Bay Drug Store, B. C.

Gemmell & Rankin, druggists, Merritt, B. C., have dissolved partnership, Mr. Rankin continuing the business.

Cochrane & Campbell, druggists, Vancouver, B.C., have dissolved partnership. Mr. Cochrane continuing the business.

Mr. Frank Cryderman, formerly of the firm of Dean & Cryderman, druggists at Victoria, B. C., died in Calgary December 2nd.

NEW BRUNSWICK.

J. Bardsley, druggist at St. John N.B., died recently.

NOVA SCOTIA.

Crease & Munro have opened a drug store at Amherst, N.S.

ONTARIO.

W. A. Karn, druggist, of Woodstock, died January 3rd.

The Slocum Co. Limited, of Toronto, has been incorporated.

J. A. Wallace, druggist at Brantford, Ont., has sold his business.

G. W. Brant has sold his drug business at Smithville, Ont.

G. L. Carduff has purchased a drug business in Springfield, Ont.

The Gillespie Drug Co. have opened their fourth store in Fort William, Ont.

W. G. Smith, has purchased the drug stock of Hennessey Drug Co., Welland.

The drug store of J.A. Gallagher, Toronto, was slightly damaged by fire recently.

H. Wilson has opened a new drug store on the Lake Shore Road, New Toronto.

R. C. Porter has opened a new drug store at 241 James St., North, Hamilton.

G. Tamblyn, Limited, have purchased the drug business of Howell & Co., Toronto.

R. H. Mitchell, druggist of Bowmanville, Ont., suffered a slight loss by fire Jan. 4th.

The Hennessey Drug Co., at Welland, Ont., have closed their branch store in that place.

A. H. Walton has purchased the drug business of the late J. A. Wallace, Brampton, Ont.

Edward D. Briggs has purchased the drug business of Robert Wightman, Owen Sound, Ont.

Allen Longmore has taken over the drug business of R.D. Norris, Bloor St. West, Toronto.

The drug store of Carter & Wright, Golden City, Ont., was destroyed by fire December 28th.

W. H. Lister has purchased the drug business of W. H. Robinson, 136 Wortley Rd., London.

Moyes Chemical Co., Ltd., have moved their laboratories and warehouse to Adelaide St., Toronto.

J. S. Gordon has purchased the drug business of E. J. Long, corner Gerrard and Sumach Sts., Toronto, Ont.

The stock of W.T. Rapley & Co., druggists at Strathroy, Ont., was damaged by fire lately, but was fully insured.

QUEBEC.

Dr. Langevin has re-opened the Van Horne Pharmacy, Montreal, Que.

The Annex drug store have registered as doing business at Montreal, Que.

C. A. Champagne has purchased the drug business of Dr. Lefebvre, Montreal.

The Model Cut-Rate drug store has registered as doing business at Montreal, Que.

Casgrain & Charbonneau, druggists, have registered as doing business at Montreal, Que.

Dr. Martin has opened a drug store at the corner Laurier ave. and Hutchinson st., Montreal, Quebec.

H. E. Walley has opened a new drug store at the corner of St. Viateur and Mance Sts., Montreal, Quebec.

J. A. Lanouette has opened a new drug store at the corner of Huntley and St. Zotique Sts., Montreal, Que.

E.A. Bellanger, has purchased the drug business of O. Brault, corner Marguerite and Mary Ann Sts., Montreal, Que.

SASKATCHEWAN

Abbott & Wilson have started a drug store at North Battleford, Sask.

W. J. Gage has purchased the drug business of N. J. Minish, Viscount, Sask.

W. H. Morrison's drug store at Canora, Sask., suffered a loss by fire in January.

W. C. Gordon has purchased the drug business of W.H. Hunter, at QuoAppelle, Sask.

MANITOBA.

H. A. Patterson has taken over the drug business of R.T. Rutherford, Strathclair, Man.

The Transcona Pharmacy is opening a branch at Transcona, Man., under the name of the "Reliable Pharmacy."

QUEBEC DRUG CLUB.

The pharmacists of the city of Quebec and vicinity have organized the "Circle des Pharmaciens de Quebec," and the preliminary meeting which was held in November, showed that a decided interest was taken in the Association.

The first regular meeting was held on the 3rd inst., when an interesting paper was read by Mr. Francoeur on "L'Ideal du Pharmacien." The following are the officers of the Association :—Hon. President, the President of the Pharmaceutical Association of Quebec ; President, L.E. Martel; Vice-President, Henry Willis ; Sec.-Treas., J. B. Giroux ; Directors—A. Leclerc, V. Giroux, W. H. LaRoche, W. Brunet and A.E. Francoeur.

"CHICK-CHICK."

Up-to-date druggists realize more and more the strong hold the "good-old-time" customs have on our women and children, who are their best customers, and are now placing orders for CHICK-CHICK Easter Egg Dyes. This fine old custom of coloring eggs at easter has existed from time immemorial, and is increasing in popular favor every year, more so than many of our readers realize. Formerly the users of Egg Dyes had to be satisfied with messy powders and liquids, but Messrs. Fred Fear & Company, New York, are putting up egg dyes in tablet form, which does away with the necessity of mussing up everything in the place in order to color a few eggs.

To those who may not be familiar with CHICK-CHICK, we will state that a combination envelope containing 8 tablet colors (making 100 shades) and six beautiful transfer pictures, retails for the small sum of five cents. A beautifully lithographed counter display box containing 10 envelopes costs the druggist $1.25, netting a very handsome profit of 75c. on each box. A large assortment of novel window display and counter display advertising is furnished free with each box.

If your jobber cannot supply you, write Messrs. Maclure & Langley, Ltd., who have offices at Toronto, Ottawa, Montreal and Winnipeg.

SALESMAN'S BANQUET.

Mr. John Farquharson, President the Montreal Biscuit Co., manufacturers Biscuits and Confectionery, gave the salesmen and office staff a complimentary dinner on December 28th ; 40 in all being present.

Their salesmen from all parts of Canada were brought in for the occasion. Very encouraging reports were presented, showing large increase in business, and matters of interest were discussed.

Mr. Thos. J. Potter, who has been a traveller with the firm for the past 26 years, acted as chairman.

OBITUARY.

MR. W. A. KARN.

After a long illness, Mr. W. A. Karn, Woodstock, Ont., passed away on January 3rd, at his residence, 272 Henter St, deeply regretted, not only by his conferers in the drug business, and also in the Council of the O. C. P., but also by a large circle of friends. We feel that in his death they have suffered a great loss.

Mr. Karn was born near Woodstock fifty-five years ago, and from his early youth has been a resident of that city. He served his apprenticeship with the Scott Drug Co., and passed examinations at the O.C.P. in 1880. He opened a drug business of his own account some 30 years ago, and has been continually in business since that time. He was for g number of years a member of the O.C.P. Council Board, and in 1899 was made President of the Council. The deceased also occupied many public positions, being for some time a member of the Town Council, and also was at one time President of the Canadian Wheelmen's Association. He was an ardent Mason and was known throughout Canada as one of those high up in the fraternity.

He is survived by a wife and daughter ; his mother, five brothers and one sister are also living.

The funeral was conducted with Masonic Orders Rev. T.C. Wallace and the Rev. R.B. Cochrane, and was very largely attended. The Council of the O.C.P. was represented by the President, Mr. A. Stewart and Messrs. T.J. Pepper, J.A. Johnston, W.B. Graham, and J. F. Roberts.

WHOLESALE THEFT OF OPIUM.

Robert Bradley, a porter in the employ of the Lyman Bros., Limited, Toronto, was sent to the Central Prison recently for the theft of 117 lbs. of opium from his employers. The opium was found at the shop of a Chinese dealer shortly after the theft, the Chinaman admitting that he bought the drug from Bradley, and said he had paid $100 for the 117 lbs.

Quite a snap, as the opium stolen was worth about $1,300. Bradley pleaded guilty in the police court to the charge, and was sentenced to six months in the Central Prison. The stolen opium was restored to the owner.

To Discriminating Buyers

of

Novel Card Productions

We feel it obligatory as well as a great pleasure to put you in touch with the unusually strong aggregation we have to offer you this season—and realize the importance to you and to ourselves "to get in touch."

Our lines will be on the road very shortly. Some places we must reach later than others—but our ranges are worth waiting for. Drop us a line and we will take care of your requirements. If you value your buying, you will see these lines before placing.

The ranges offer scope that is unequalled in smart card productions in "Things Different" in "Likely Things," and it's up to you to "help" yourself. See these ranges which accord such opportunities.

CANADIAN REPRESENTATIVES for the following highly reputed unique Card Producers.

The J. Raymond Howe Co., of Chicago.

which line has for the past 5 seasons won most flattering comment for its sombre richness, genuine worth and many purposes to which adapted. Mottoes, Folders, Valentines, Easters, Christmas Calendars, high grade Motto Postals and Pictures. A splendidly rounded line in itself.

The Drysdale Co., Incorporated, Chicago.

with its inimitable productions in Photogravure in plain and hand colored. Valentines and Xmas Folders of rare merit. Pictures of the tidiest sort and a combination of heads. A unique grade of Dutch, select comic and Birthday Post Cards that certainly have no equal in their class.

The Samuel Carpenter Co.,of Philadelphia.

offer novelties in their catchy card creations that are surprisingly ingenious in get up and tremendously appealing in their "neatly-put" wordings. This season their range is greatly increased and has a character its very own. Copied from none. We venture to say none can copy. Live men will see this line.

The W. F. Nickerson Co., of Boston.

The highest grade line of Steel Dye Cards, Folders, Letters and Calendars published in America to-day. Perfection in detail. The floral productions are unusually true to nature, as regards designs and colors—you'll want to pick 'em off. 350 numbers to choose from, offering a superb assortment of unusual artistic beauty and value. Prices range from 60c to $45.00 per 100.

MESSAGE CARDS and **FOLDERS,** the clever production of the Sandford, Pease, Prince Companies of Buffalo and Danesville, with their very clever, witty, lively, "occasion fitting" usefulness—at popular prices.

The Sutcliffe Co.

Importers and Commission Merchants

"Things Different" In "Likely Things."

Nordheimer Bldg. 77 York St. Toronto

Are You Prepared to Supply the Card Room Wants?

For your consideration we present the following requisites :—

At Home Cards, lithographed, packed 25 cards and 25 envelopes in a box.

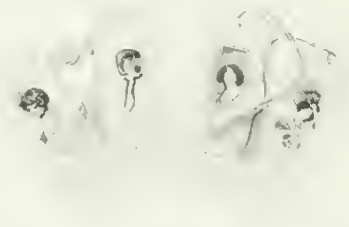
S44—Regina, size 2¾x4¼ } At Home on..... ..... } **$1.80 Dozen Boxes.**
S45—Salisbury, size 3¼x5 } from..... to..... o'clock }

S46—Salisbury, size 3¼x5 } At Home on..... ..... } **$1.80 Dozen Boxes.**
} from .....to.....o'clock }

LF47—Regina, size 2¾x4¼, wording as S44, linen fabric card - - - **$2.00 dozen boxes.**
LF48—Salisbury, " 3¼x5 " " S45 " " " - - - **$2.00 " "**
LF49— " " 3¼x5 " " S46 " " " r - . **$2.00 " "**

Tally Cards

Our new Line of Tally Cards, comprising over one hundred designs, is by far the best range we have ever offered to the Trade. New and Artistic Designs. Packed neatly, 100 in a box, and all strung with pink and blue silk tassels.



No. 777

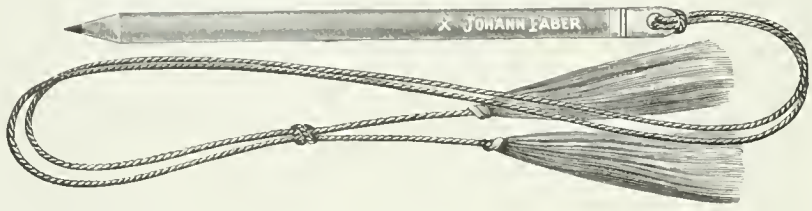
No				
777.			Eight entirely new heads.....	$0 65 per 100
778			As No. 777 but for point system.....	0 65 per 100
1053.			10 designs, heads and figures	0 75 per 100
1011.			4 designs, Odd shape	0 75 per 100
597.	2	"	Horses and dogs	0 75 per 100
598.	2	"	Heads	0.75 per 100
2253.	2	"	Dutch Design	1 00 per 100
2251	2	"	Figures in color	1 00 per 100
897.	2	"	Tennis and riding design	1 00 per 100
588.	2	"	Panuel shape, 1x7 in.....	1.00 per 100
2255.	2	"	Heads in color.....	1.25 per 100

Dance Programmes

2295.	2 designs, Heads	$1.25 per 100
2296.	2 designs. Figures in color.....	1 25 per 100
2900.	Photogravure folder	2 50 per 100

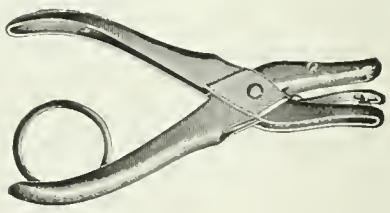
Tassels

Silk Tassels in red, pink, blue and white .... $0.20 per 100



Program Pencils

495. Polished enamelled finish with silk tassel, pink, blue, scarlet, white, or assorted, one gross in a box, $1.65 per gross.



Tally Punch

Per Doz.
Nickel plated, with reservoir for clippings $3 60

500 and Bridge Score Pads

	Per Doz.
Grand slam bridge, handsome printed heading	$2.00
Chicane bridge, printed in one color with space for recapitulation...	1.25
Finesse bridge, printed in two colors	.75
Little Slam bridge, printed in one color.....	40
Triumph (500) printed in one color	.40
Avondale (500) printed in two colors.....	.75

BRIDGE SETS

Per Doz.

345. Alligator case, containing 2 packs Canadian Whist League Cards and one bridge pad..... ..... $12 00

8528 36. Leather case containing 2 packs Whist size cards and 2 bridge score pads 9.00

The Copp, Clark Co., Limited, 64 Front St. W., Toronto

Fancy Goods and Stationery

HOLIDAY CARDS AND VALENTINES.

Now that Christmas and New Year's are past, the wide-awake druggist who handles pictorial post cards and goods of a similar character, will commence to exhibit his stock of Valentines and also cards for Easter. These with birthday cards, and those intended to signalize such days as St. Patrick's Day, Dominion Day, etc., will form quite a large display for the season, and all will prove good selling lines.

Any one who expects to make the line really remunerative, should take it up in real earnest, as he should every department of his business, and make a display that cannot fail to arrest the attention of the public.

Artistically made show cards announcing "Valentines" with the usual cupid's dart, etc., will prove attractive, and will draw attention to the fact of these goods being in stock. A conspicuous sign announcing "Easter Cards" should also be exhibited both in the window and store, preferably above a stand which contains them. And what is true of Easter cards is equally true of all holiday cards, that in order to make sales, proper displays should be made, and special attention called to each individual line, and this should be done two or three weeks before the day being celebrated.

PUSH-LESS HANGERS.

The accompanying illustration is that of the Moore Push-less Hanger for heavy pictures, mirrors, telephone books, clothing and many other heavy articles, and is useful on stairways or in rooms having no picture-moulding, supplanting the unsightly nail.

These neat, dainty articles will be found to sell rapidly when shown, the price 10c. and their appearance commending them. These goods, as well as Moore's Push Pins, are sold by Warwick Bros. & Rutter, wholesale stationers, Toronto.

The Sutcliffe Co. are pleased to inform the trade that they have been appointed Canadian representatives for the complete line of the W. F. Nickerson & Co., Boston, for their acknowledged clever range of Steel Die Productions in Card Folders —in both general and holiday lines.

FLEXIBLE RULERS.

The flexible steel ruler illustrated here is, without doubt, the most satisfactory for bookkeepers and general office use. It follows the surface of the ledger sheet, no matter how many bumps and

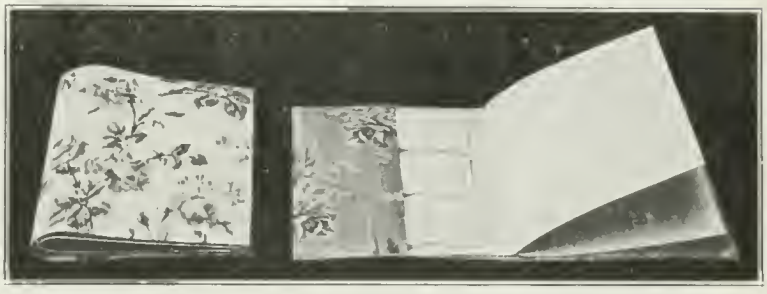
hollows. The strip of rubber on each side guards against slipping, and the steel edge prevents blotting and cannot warp. And, besides, there is nothing to wear out. Twelve, fifteen and eighteen inches. Buntin Gillies Co., Limited, Hamilton.

SEA ISLAND TWINE.

The Copp Clark Company, Limited, 64 and 66 Front St., West, Toronto, are offering an excellent quality of Sea-Island Twine for druggists' use. It is put up 12 balls in a neat cardboard box in 8 different shades at 10c. per dozen balls. All mail orders for this and other lines of stationers goods receive prompt attention.

A NICE HOLIDAY ARTICLE.

The Desk Portfolios illustrated herewith are a line which Buntin, Gillies & Company, Limited, Hamilton, have successfully shown this season.



Besides their attractive appearance they have the following advantages :— A permanent place for note paper and envelopes, a smooth writing surface, and two double sheets of blotting paper. They contain twenty-four sheets of white linen finished paper with envelopes to match, and are covered in cretonne in dainty floral and conventional designs.

KENT M'CLAIN AGAIN.

The Shop fitting work for the Abbott-Wilson Drug Co.'s store at North Battleford, Sask., was installed by Kent-McClain, Limited (Toronto Show Case Co.) It is in mahogany finish and includes the "Eclipse" all glass construction cases as well as the indispensable "Trianon."

STYLES IN HAND BAGS.

Neat and quiet in appearance are the newest bags and of much more moderate size than formerly. The fashion of pleating the leather into the frame still continues to be popular, and the frame is generally severely plain with high polish. Fine grained leathers are most used at the moment, and give a very good and neat appearance. There are shown some lovely white leather or silk bags, which are designed for garden party use, but for weddings or the theatre are equally suitable. They are plain, square and flat, and have a wide polished gilt frame, giving a rather fine appearance, especially with the long silk handles. Another very distinctive line shown is the hand bag made of slate grey seal leather, very quiet in appearance and in extremely good taste. Two different styles are shown in this refined material, one has long handles for the shoulder use, the other has no handles, only straps at the back through which to slip one's hand in the style so beloved of all ladies.

The demand, which, after all, is the mainstay of business, is chiefly for leather bags, which can be provided in good qualities at lower prices than fabric bags, black velvet bags, excepted, while they have the advantage of retaining a fresh appearance much longer. We have yet to learn to what extent fur bags will take the fancy of purchasers. At all events it is not probable that the sale of reindeer and other soft leather bags will be seriously affected, the different browns and greys in which they are provided, rendering them particularly well adapted for wearing with fur and fur-trimmed garments.

The great majority of these bags is quite plain, the only decorations consisting in the snaps of the leather-covered frames, which are not only varied in desibn, but frequently made of hard stones instead of metal. Just lately, however, some new specimens have been introduced with two or more bands of gilt metal on the flap, graduated in length so as to accommodate them to the triangular and deeply curved forms in which these bags are made. Not being flexible, these bands serve to keep the flap from getting out of shape. Variety is also sought out for in the shape of the bag itself; some being long and narrow, often finishing in a deep scallop, sometimes with heavy fringe. Others ending in a point are five-sided with three straight sides and two (those between the frame and right and left points), curving inwards. A few lop-sided shapes are also shown. In one instance noted, the bag – a large, flat one – is of irregular crescent shape balanced so as to hang with one point much higher than the other. This particular model is made in seal-brown reindeer, and is further peculiar on being bound round with narrow gold galon which also serves to hang it by.

For bags in seal and morocco of the most elegant description, brighter colors are now given the preference, lake blues, both deep and light and rich Havana brown being those selected for some of the long series of small leather goods. Many of the bags are given spring buttons of a large size to hold down the flap, particularly colored cabochons, and flat pierced discs, gilt or bright silver, set with tiny white simili or pearls. Some of the bags, moreover, have monograms, in pierced dull gilt metal fastened on one side of the flap. Among the few bags of cabas shape with uncovered frame, some are in dull silver, decorated in florid style. A new ornamentation which figures on some of the note books and ladies' card cases, is a triangular slab of fine white porcelain with detached flowerettes and border garland such as are seen on Dresden china, which occupies one corner and a portion of the outer long side of the book or case. K.F.Y.

RUBY BANDS—THE TWENTIETH CENTURY PACKAGE TWINE.

Where's the twine?—Can't find it. Here's a piece, but it's full of knots. You are in a hurry, and by the time the knots are out, your patience has taken wings and you are in a pretty frame of mind.

A box of Ruby Rubber Bands—the ever ready substitute— would have saved both your time and your patience; would have insured a neat package, and allowed you to go on your way rejoicing. The Ruby Bands are of pure rubber, of a brilliant red color, and are warranted for five years. They are entirely free from the objectionable dusty powder found on the surface of grey rubber bands. The appearance of any package is improved by their use, and the same bands may improve any number of packages for they can be used over and over again.

Buntin Gillies Co. Limited, Hamilton, keep E. Faber's Ruby Bands in two assortments, one of which is illustrated herewith.

Don't get discouraged by one failure; many failures often make a grand success.

Our Thirty-Fourth Annual

IMPORT SEASON

The craftsmen of all countries contribute to our display commencing March 11th. Creations of wonderful novelties and antiques, representing the ingenuity of the Universe. All new, and everything that is new.

CHRISTMAS HOLIDAY GIFTS

for import only,--Art Bronze, Copper, Brass, Pottery, Toilet Requisites, Brushes, Perfumes, Soaps, etc. Many thousand samples will be displayed at our warerooms and important railway centres. We invite you.

- - It Pays to Import! - -

WARWICK BROS. & RUTTER, LIMITED

Importers of Art Novelties

TORONTO

Optical

OUR OPTICAL PAGE.

A week ago Dr. W. J. Harvey, Dr. W. A. E. Fannon, Dr. Forsythe and Dr. J. Gwallia Evans of the Optometrical Association of Ontario called on the Provincial cabinet and again urged the necessity of Optical legislation for this Province. The Hon. Dr. Pyne, Minister of Education, and the Hon. J. J. Foy, Attorney-General, listened with attention and interest whilst the claims of the opticians and eyesight specialists of Ontario by Dr. Evans, and the delegation left after an interview of an hour, delighted with the courtesy extended by the Cabinet, and assured by the Minister of Education that the matter would have the most serious consideration of himself and colleagues.

Whilst the delegation declared that it was prepared to allow the matter of preparing a bill entirely in the hands of the government, they went prepared to exhibit to the cabinet the charter of a bill that would best meet with the approval of the association they represented. The bill of last year was with some minor changes given into the hands of the Hon. Dr. Pyne with the stipulation that the Optometrists would try and feel pleased with any reasonable changes made in the same so as to make it a measure that would have the hearty support of public opinion. If they could not get all they wanted the first year, they would accept smaller favors at the hands of the government and then endeavor to strengthen their position as the people could be educated to see the advantages of optical qualification.

Already 28 states of the American Union and three Canadian Provinces, Quebec, Manitoba and Saskatchewan have already adopted laws for the protection of the people against the charlatan, the itinerant faker and the optical humbug who possesses no qualification whatever, and there is no reason why Ontario should not follow in such distinguished footsteps. Already the laws in other places are driving into our Province the incompetents and optical imbeciles who cannot practice where acts stand on statute books. We are flooded with these people who are the most undesirable in optical work, and it is up to our legislature to protect Ontario from the competition of such a class.

Dr. W. A. E. Fannon has been elected President of the Optometrical Association in succession to Dr. W. J. Harvey, who retires after a year of hard and strenuous work at the head of the Association. One year ago the Optometrical Association had just 16 members on its roll, and to-day, after hard work on the part of the President and the Chairman of the Board of Examinaers, the Association has over 200 names on the roll, and among these are the best eyesight specialists in Ontario. Indeed the membership is by no means confined to Ontario for it reaches to many of the other Provinces, as well as to several of the American States.

If druggists intend starting campaigns to boom their optical business, it will be wise to secure an expert who really knows his business. Remember that your optical work badly done is liable to injure your drug trade that has perhaps taken you much labor and expense to build up. Then, there is no reason why you should not get good prices for your optical work and goods. Do not be led into the cheap-jack campaign method. Give good work and good material and be prompt in delivering your orders and it will prove a help to your drug store.

The itinerant optician who frequents drug stores has caused considerable complaint regarding work promised after leaving the store in which his work has been conducted. The druggist must feel that he stands in the eyes of his customers responsible for all work promised and paid for, and if he allows his customers to suffer in not receiving the glasses paid for, then he is injuring his drug trade in a way that will count some day, and he may not have to wait long for results.

An English optical firm is now seeking a market in Canada for a new optical mount or method of mounting glasses. No screws are used to fasten the lens in any kind of mounting, but the lens is held secure by means of an ingenious spring, a part of which fits into a slot made in the lens, and this takes the place of a screw. The new glass is neat in appearance, and will no doubt prove practical and permanent, and we expect to see the Old Land firm doing business in our midst before another moon has passed.

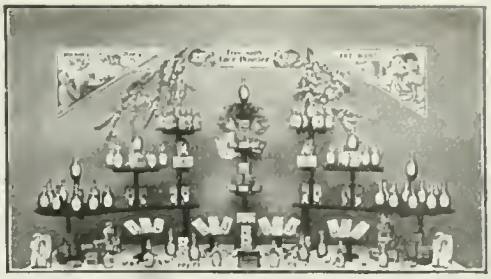
KENT M'CLAIN AGAIN.

A very beautiful store, designed and installed by Kent-McClain, Limited (Toronto Show Case Co.) is that of Mr. John E. Gayfer, Ingersoll. The finish is in rich mahogany with green marble bases. The silent salesmen are of all glass construction made to Kent-McClain's latest and most successful design, the "Minton."

Don't hope to win confidence in a day. A business that is built up in a hurry is often pulled down as quickly.

ONKEN
INTERCHANGEABLE
WOOD WINDOW FIXTURE
YOUNITS
TRADE MARK

"Better Than Ever"



Copyright, 1910 Patented, 1911
This is one of the 500 beautiful window trims that can be made with one set of "ONKEN Interchangeable YOUNITS" Patented 1911 in Canada, England and U.S.

I Can Show Any Druggist How He Can Make His Show-Windows Pay His Rent

I can show him how he can make a different and beautiful trade pulling window-trim every week for the next ten years with a set of

"ONKEN" Interchangeable Wood Window Fixture "YOUNITS"

My set of Wood Window Fixture YOUNITS is made especially for the Drug trade with unlimited Interchangeable possibilities to the extent that you need never duplicate a single window trim.

No experience is necessary with these wonderful fixtures

The inexperienced clerk can set up window trims with "ONKEN Interchangeable YOUNITS" as easily and as well as a professional window-trimmer. It becomes a mere matter of fifteen or thirty minutes' work to install the most attractive window trim possible.

No. 5 set, 140 Younits, enough for several windows, $35.00 net.
No. 5½ set, 88 Younits, enough for one large window, 21.00 net.

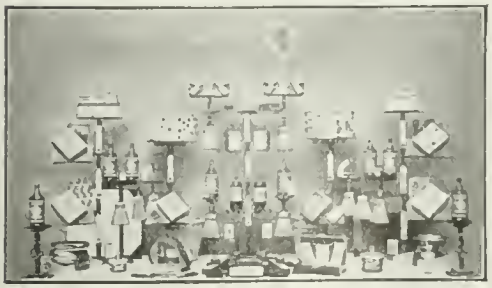
Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the Southern Canadian border.

Each set is put up in a Hardwood Hinged Lid Storage Box, (oil finish). Shipments made at once.

I have a book of designs showing 42 window trims I made with this set. Each trim is a practical and clever suggestion. I send one of these books free with each set sold.

Send for "A Message from Hell." It tells all about "YOUNITS"

It will cost you nothing to get this valuable information outside of a two-cent stamp. Send the coupon in now because it is to your interest as well as ours that you acquaint yourself with the surest business-bringing proposition that has been put before the drug trade.



Copyright, 1910 Patented, 1911
Another of the beautiful window trims shown in our book of designs. This book sent free with every set.

THE OSCAR ONKEN CO.
736 Fourth Avenue,
Cincinnati,
Ohio,
U.S.A.

Order Through Your JOBBER or DIRECT

The OSCAR ONKEN CO.,
736 Fourth Ave.,
Cincinnati, Ohio

Please send me free a Window Fixture Booklet.

Name.....
Address.....
City..... State.....

TILTING LENSES.

Dr. G.C. Savage, in Ophthalmic Myology, cites the well-known fact that the tilting of a spherical lens increases its refractipe strength at right angles to the axis of tilting, and that the tilting of a lens to the extent of 45 degrees practically doubles its refracting power at right angles to the axis of rotation without changing its power in line with this axis. In this way a spherical lens is made to have an astigmatic effect, or the effect of a sphero-cylinder. The above fact is easily demonstrated by anyone having access to a spherical lens.

If the tilting of a lens increases its power in one meridian, then an object viewed through a lens that has been tilted so that a person looks obliquely through it will be distorted and the greater the tilt or the more obliquely the lens is looked through the more distorted the object will appear.

The above fact is easily demonstrated by holding a plus spherical lens between an electric globe and a card. The lens should be held at about its focal length from the card. A picture of the globe will appear on the card, and if the face of the card and lens are at right angles to the line of light the picture will be exactly the same shape as the globe, but if the lens be tilted so that the rays of light pass obliquely through it the picture will be elongated or distorted, and if the tilt be great the picture instead of being the shape of the globe will be simply a streak of light. What has taken place on the card, is exactly what takes place on the retina of the eye when we look obliquely through a lens.

It is therefore an established fact that we must look practically straight through a lens if we are to obtain the best results. It then follows that a lens so constructed that the wearer can look straight through it when looking around, as when viewing a landscape, will be superior to one that does not possess this advantage.

Periscopic lenses, especially those possessing this principle to any great extent, do allow the wearer to look practically straight through them when looking in different directions.

This principle was first applied to minus lenses, which at one time were practically the only form of lenses that were worn constantly, and therefore used for all purposes. Until a few years ago it was a rare thing to see convex lenses worn except by presbyopics when reading or doing work close at hand, and for this purpose the bi-convex form, if adjusted so that the line of vision is at right angles to the plane of the lenses is probably as good as those having the periscopic form.

Don't brood over harsh remarks. Pleasant words often sound harsh in business.

SHOP NOTES.

PASTE FOR STICKING LABELS ON TIN.

Starch	1 lb.
Water	10 fl. oz.
Solution of Tin Chloride	4 fl. oz.
Glycerin	1 oz.
Oil Sassafras	30 drops.

Mix the tin-chloride solution with the water and glycerin, and add to the starch; boil the whole until a clear paste is formed. Then allow to cool, and when nearly cold add the oil.

SUBSTITUTE FOR GROUND GLASS STOPPERS.

Corks that have been steeped in vaseline are an excellent substitute for glass stoppers. Acid in no way affects them, and chemical fumes do not cause decay in them, neither do they become fixed by a blow or long disuse, which latter fact will be appreciated by those who often lose time and temper by a "beastly fast stopper." In short, they have all the utilities of the glass without its disadvantages.

PHOTOGRAPHIC MOUNTING PASTE.

Arrowroot	3½ oz.
Gelatin (Nelson's No. 1)	160 grn.
Alcohol	2 oz.
Carbolic acid	12 min.
Water (cold)	30 fl. oz.

Mix the arrowroot into a stiff cream with a portion of the water, while the gelatin is placed to soak in the remainder. When the latter is perfectly soft, and the arrowroot well mixed, pour all together into an iron saucepan, and bring to the boiling point, keeping at this point for about five minutes and stirring constantly to avoid burning. Then cool, stir in the acid previously dissolved in the alcohol, and mix well; bottle, and keep well corked.

TO PROTECT POLISHED METALLIC SURFACES.

A protective ointment for polished steel knives, or other polished surfaces, is prepared by melting together the following:

Resin	35 parts.
Talc, in powder	500 parts.
Lard	250 parts.
Yellow wax	130 parts.
Olive oil	130 parts.
Oil of turpentine	130 parts.

Mix the resin, lard, wax and oil, and melt at a low temperature. When melted, stir in the talc, and, after removing from the fire, add the turpentine, with constant stirring.

Don't rely on chance, but on effort; the latter has more lasting value.

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **Irge selling** Popular Family Medcines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

Robert Gibson & Sons, Limited

Medicated Lozenge Manufacturers

Carlton Works, Hulme, Manchester

London Warehouse: New Zealand Ave., Barbican, E.C.

New York Warehouse: 342 West Fourteenth Street

GIBSON'S Cream Toffee

The most exquisite sweetmeat and popular Candy ever introduced. The sale of this candy is going up by leaps and bounds wherever it has been introduced, and is undoubtedly one of the most successful selling lines in the Trade.

GIBSON'S Cream Toffee

This popular Candy is put up in 5 lb. capsuled bottles, making an attractive show on the counter or shelves. Those chemists who have not tried them will do well to purchase from their wholesale dealers. Every wholesale Drug House keeps them in stock.

Gibson's whole line of Fruit Tablets and Medicated Lozenges are so well known and have gained so high a reputation in every English speaking country of the world, that little more can be said on them than is already known, but the cry must be, still they come.

OPTICAL EDUCATION, BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE - - OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE
has been such a success that we would like you to know Courses can begin any time. The same diploma is given full particulars to **W. E. HAMILL, M. D.,**

COURSE IN OPTICS
what those who have taken it have to say Correspondence correspondence students as class room students. Write for **Oculist, Janes Building, TORONTO.**

Our Business is to Increase Your Business

The Lansing Triumph Fixture
200 samples displayed for $20.00

WE BUILD FIXTURES THAT WILL PAY YOU BIGGER PROFITS than merchandise you have in your store.

We have actual records that prove that an investment of $20.00 in one of our Cabinets made an actual profit of more than $40.00, or more than 200%.

We build more than 100 different styles, for Books, Stationery, Magazines, Newspapers, Post Cards.

Our new Wall Paper Fixture, THE LANSING TRIUMPH Fixture, is the greatest money-maker and labor-saving device known.

200 samples displayed for $20.00
300 " " " 28.00

Shows either single or double width papers.

—Write for our Catalogues—

The Gier & Dail Mfg. Co.
210 Grand St., Lansing, Mich.

The Lansing Carry-All Cabinet
Each Pocket holds 25 Magazines, fed forward by an automatic arm.

SELL SEEDS THAT FEED—

SPRATT'S
MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

CEMENT FOR MARBLE.

A good cement for broken marble consists of 4 parts of gypsum and 1 part of finely powdered gum arabic. Mix intimately, then with a cold solution of borax make into a mortar-like mass. Smear on each face of the parts to be joined, and fasten the bits of marble together. In the course of a few days the cement becomes very hard and holds very tightly. To get the best results the object mended with the cement should be left absolutely quiet for several days not touching or moving it. In mending colored marbles the cement may be given the hue of the marble by adding the color of the borax solution.

POLISHING POWDER FOR MARBLE.

Neueste Erfindungen u Erfahrungen gives the following :

Ferric oxide in very fine powder...30 gra s
Sulphur..... .....500 grams

Mix.

The marble is rubbed with the powder, a piece of leather being used for the purpose, until the desired degree of polish is obtained.

SYNTHETIC PERFUMES.

A great deal of interest of late is being taken in synthetic perfumes. New firms producing new odors are springing up daily, one is almost tempted to say. The question arises : Has the coming of the synthetic perfume injured the product of the natural product ? No. The manufacturers of the natural oils have earnestly enlisted the aid of science. The parent substances for the preparation of the synthetic oils are for the most part plant substances—not coal tar ; the business of synthetic oils is tributary to the vegetable kingdom.

It is impossible to manufacture perfumery of the highest grade out of synthetic preparations alone, for the natural essences generally contain minute traces of other substances that have their value. The perfumer, the confectioner and the soapmaker have been enabled to produce articles at a price within the reach of every one.

Thus, heliotropin, when first introduced, sold at $336 a pound ; now, under improved methods and competition, the price is less than $3 a pound. Originally, it was made from pepper ; now it is prepared commercially by the oxidization of safrol, which occurs in oil of sassafras and oil of camphor. Heliotropin when mixed with vanillin constitutes the perfume known as "white heliotrope." Vanillin is prepared from oil of cloves through a series of reactions. Another chemical product that has proved acceptable to the perfumer is manufactured from oil of turpentine and ends as terpineol, with the pleasant odor of lilac. It is peculiarly useful to the soap manufacturer, for its resistence to the action of alkalies.

The synthetic rival of the violet is ionone, which after years of labor, has been successfully manufactured from oil of lemon and oil of lemongrass. Artificial musk, which has no chemical relation to the secretion of the musk-deer, is made by several methods ; the commercial product is generally trinitro-butyl xylene mixed with nine times its weight of acetanilid.

What is the effect of the achievements of synthetic perfumes ? Neither the consumption nor the price of the natural musk, for example, have decreased since the preparation of the artificial. The vanilla bean has always been cultivated, its prices have been maintained, and its importation has not diminished. An enormous extension of the cultivation of the violet resulted from the discovery of ionone. Cumarin is another of the synthetics universally known and used, and yet today the tonka bean is at its highest price. From the aforegoing facts we readily can see that the scientific production of laboratory products goes hand in hand with those of Mother Nature, or the expression, land and laboratory.—The Pill.

The dealer who whines that he's the victim of circumstances usually has considerable to do with the circumstances.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we c n be of service to any one desiring information, as to lacation, necessary capital, qualification, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1000 to $5000, also know of a number of good openings for Doctors to handle drug store and practice combined.

—WRITE US—

DRUG REPORT.

Toronto, January 23rd, 1912

Business during the past month has been very good. There are no especial changes in value.

Morphia, Opium and Codeia are very firm at the advance.

Prices on Paris Green so far has not been fixed by the manufacturers in Canada.

Borax and Boracic Acid are higher.

Santonine has again advanced, and is likely to go higher.

Sugar of Milk is a little easier.

Cardamon Seeds are higher.

Valerian Root is higher.

A—Advanced. D—Declined.

D.—Acid Aceto-Salicylic	oz.	.15
A.—Ammonia Persulphate	oz.	.20
A.—Cardamon Malabar	lb.	1.25
A.—Cardamon Decort	lb.	1.50
A.—Cardamon. Powdered	lb.	1.50
D.—Chlorophyll for Spirits	oz.	.85
A.—Carbon Bisulphide	lb.	.25
A.—Ergotin, Bonjean	oz.	1.75
A.—Flowers Chamomile Roman	lb.	.45
A.—Gum, Mastic	lb.	.85
A.—Mannit	oz.	.40
A.—Oil Chamomile	oz.	2.25
D.—Sulphur Chloride	oz.	.15
D.—Sugar of Milk	lb.	.30
Terebene	oz.	.15
A.—Valerian Root	lb.	.18

The Suteliffe Co. feel it incumbent upon them to advise such of the trade as have not yet gotten in touch with them that to "look at" or enquire for the lines they represent—incurs no obligation to buy—but feel it up to them and to you to get together on their splendid combination of makers.

Don't tell your troubles in business. Hardships are not considered a business asset.

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

BUSINESS FOR SALE

Drug business in Western Ontario city, central. Turnover over $8,000 a year, stock about $4,000. Expenses light.

Box 220, Canadian Druggist,
Toronto.

CHEMIST WANTED.

Young man holding a certificate of a College of Pharmacy. Good salary and permanent position. Apply Davis & Lawrence Co., 356 St. Antoine St., Montreal, Que.

BUSINESS OPENING.

Splendid opening in our new town of Hazelton, B.C., for a good live druggist.... Store now built and equipped for business. It is destined to be a stirring town, owing to its surrounding resources. Will rent, sell, or take half interest. Address G. W. Arnott, New Hazelton, B.C.

FOR SALE.

Optical business with lens grinding plant, and best paying sideline of its kind in a city of 20,000, Snap for a good live man. Reasons for selling, ill health. Apply box 8, Canadian Druggist, Toronto, Ont.

AGENCY WANTED.

Young man of 5 years experience in drug business, well-known, would represent firm in Quebec and suburbs. Any line. Best of reference. Address F.R.D., box 312, Quebec.

Don't talk about yourself, but your goods, unless your talents are the merchandise wanted.

AN ENGLISH DRUGGIST'S SIDE LINE.

A chemist writing to the Chemist and Druggist relates how a domestic culinary experiment led to his adopting a side line which made his shop famous and yielded him a good prfit. He tells his story as follows :

My wife had given to her the recipe of a pickle known as "Kou Tou," stated to be of Chinese origin. The following is the recipe.

Chopped celery in chunks, about 1 inch long, 1 pound.

Small cucumbers (gherkins), 2 dozen.

Small white onions, 3 pounds.

Two fair-sized cauliflowers.

White peppercorns, ½ ounce.

Green tomatoes, 3 pounds.

Mix four quarts of cold water with one-half pound of salt, pour this over the vegetables, and let them stand over night. Next morning place the vegetables with the brine solution, in a pan, which put on a moderate fire, and as soon as the contents begin to boil, temove the pan and drain the contents.

Put three quarts of vinegar with one and one-fourth pounds of raw sugar over the first. Mix a cupful of flour, one-half pound of mustard, one-half ounce of turmeric, and one-half ounce of powdered pimento with a little cold vinegar to make a thin paste ; stir into the boiling vinegar, continuing the stirring for two minutes after the mixture boils. Pour this while boiling hot over the vegetables, and when cold put in glass jars.

One afternoon our household was thrown into disorder by the cutting up of vegetables for the trial batch, and with copious tears in our eyes (due to the onions) operations oi boiling, etc., were proceeded with, the whole house being pervaded with an acetous odor. As it was my half-holiday I was pressed into service, and I behaved valiantly, smashing several culinary utensils, spilling the vinegar, putting out the fire in so doing, staining my clothes a beautiful golden color, and generally making a mess of myself ; out the job was finished, much to my delight.

The result was a highly satisfactory article, judging by after-events, due, as I tell my wife, to my presence on the spot with my professional advice and services. We had previously purchased some 7-lb. and other sized jars for storage purpurposes. Our relations and friends had to have a free sample, with the result that orders began to flow in quite spontaneously, with very complimentary notes, saying "that they would just like a small sample for mother," if we would be so good, etc. At this rate in a very short time we should have had none for ourselves, so I thought it time to do a bit of trading, and procured a gross of 1 lb. glass top jars from one of the sundry houses and 250 cheap black and white labels. I told all future inquirers I was selling the pickle at the shop. This did not stop them, and the price I charged—8d.—was highly remunerative to me ; in fact, if the demand increases much more I shall soon have to move the manufactory of my "Li Hung Sen" pickles to more commodious premises. It brings fresh faces into the shop and gives the chemist's wife a chance to shine.

HOW A MAN FEELS TOWARDS HIS BUSINESS.

How a man feels toward his business is a strong factor in determining his success. If he doesn't care for his business, and is always wishing he were in some other, he isn't likely to get ahead very fast or very far. Even though he says nothing his lack of interest sticks out all over him.

It is human nature to think other kinds of business are better than our own. We see the pretty part of the other fellow's business, but not the other side. For hundreds of years men have looked with envy on those in other vocations. And it will always be so.

Success comes to those who work, to those who are dead in earnest, who believe in what they are doing, while the doubtful man, the fellow who wishes he were doing something else, is handicapped.

Feel that your business is a good honorable one, and if things are quiet try some new plan, remembering that most any business is just what we ourselves make it.—Grocers' Magazine.

AN AID TO SUCCESS.

Probably every individual has his own idea of what success really is. An ordinary definition is "The complete attainment of any object or result desired and striven for," and it is interesting to consider what methods are most helpful to ultimate success. Knowledge of practical matters and thorough capability to use that knowledge to advantage and with personal gain are the two most important factors towards attaining success in money-making, but living on less than a man earns and putting a proportion by for "the rainy day" is also a necessity. No man should consider himself so perfect as to let pass without regard suggestions or hints from any source whatever. It pays every man, no matter how lengthy or thorough has been his business experience, to regularly peruse his trade journals and utilize the good information there found for his own advantage.

Don't be afraid to try. Struggle may boost you, but it won't pull you down.

The Canadian Druggist

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—Twenty-fourth year of Publication —

THE

Canadian Druggist

MONTHLY

WILLIAM J DYAS, PUBLISHER

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CHICAGO, ILL.—E. J. Macintyre, 4057 Perry St.

ENGLAND—C. Rivington Shill, 88 Chancery Lane, London, W.C. Telephone 8936, Central.

FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.

GERMANY, AUSTRIA AND SWITZERLAND—Rudolfe Mosse, 46-49 Jerusalemer Street, Berlin, Germany.

WHAT ARE YOU DOING TO HELP?

It is a matter perfectly apparent to everyone that conditions never come up to the ideal, and this especially so in connection with business.

We are all intent on money-making, and to few of us do the returns come in as quickly as we would wish, and we are inclined to blame others for our failures to obtain success, as rapidly as we think we deserve.

The drug business is no exception to the general rule in regard to disturbing business problems and to the difficulty of securing not only what we desire, but also what we claim to be our rights.

There are so many outside influences at work which are inimical to the best interests of the trade and tend to demoralization of recognized business principles that unless constant effort is made to counteract these in some way the business of the retail druggist will be seriously impaired, and his vocation will be rendered somewhat insecure.

Cut-rate stores, departmental stores, the mail-order house, etc., all take away from the retail druggist a goodly proportion of the trade which would naturally be his under ordinary circumstances and to which we believe he is justly entitled.

What is to be done about it? That is the question every retailer should ask himself, to be followed by another "What am I doing to help correct these abuses!"

There is no doubt that much of the "outside competition is due in a large measure to the inertia of the retailer, in the past and neglect to seize opportunities for the development of his business along some of the lines adopted by those concerns who have been sufficiently wide-awake and progressive to work on lines which have taken hold of the public and have proved profitable to the originator.

The remedy for this lies in one direction, only, and that is co-operation. Co-operative effort amongst members of the retail drug business cannot but have a beneficial and lasting effect on the well-being of the trade as a whole, and the lack of any such effort in the past has been one of the most potent reasons for the conditions of business as they are to-day.

Much has been done in the Province of Ontario during the last few years in trying to stir up an interest by organizing the druggists in district meetings and in some cases with very fair success, but until the large majority of the trade evince a desire to help others as well as themselves by getting together for mutual self-help and the general good of the craft, the work of organization must be an up-hill task.

The organization of the Canadian Pharmaceutical Association is the most advanced step yet taken for the betterment of conditions affecting the drug trade, and the energy displayed by those who have taken an active interest in the formation and progress is an augury of its success and we believe that this body has already justified its existence by the spirit in which it has taken up live questions, and the good it has accomplished even in the short period of its existence.

The retail druggists of Canada owe it to themselves, to their confreres in business, and to the C.P.A. to give the latter every possible encouragement and assistance in forwarding the good work so auspiciously commenced, and if the association is to be made the success it deserves to be, and if conditions in the drug business are to

member doing his utmost to further in every way any steps taken, not only for the protection of business interests, but also for a progressive policy in dealing with whatever pertains to the welfare of the body of pharmacists in Canada.

ONTARIO COLLEGE OF PHARMACY.

The Council of the Ontario College of Pharmacy have issued a circular letter to all members notifying them of the annual fee which if paid on or before the 1st of May will be $3, and if paid later than that date will be $4; this is an advance of $1 on that heretofore in force, and it has been advanced by the Councils for reasons given as follows:

"The chief reasons for raising the fee were to provide the funds necessary to pay the membership fee of 50c. each, to the Canadian Phatmaceutical Association, and to meet the increased expenses found necessary in the conduct of your affairs."

We do not believe that any druggist in Canada will object to the payment of 50c. per head for membership in the Canadian Pharmaceutical Association, and as it is deserving of the hearty support of every pharmacist in Canada, but we are inclined to think that there will be some objection taken to the "increased expenses found necessary in the conduct of your affairs." especially in view of the fact that the Council has a very large nest egg laid by, and it is not at all in need of additional funds as far as we can judge at the present.

WHAT IS SALESMANSHIP?

We are all in business to make money, but that is no reason why we should neglect to get as much pleasure from our work as is possible. There is a certain joy in conquest, in striking a good bargain, in selling an article which the customer had not specially come in to buy. For, after all, salesmanship consists in the power to persuade people to purchase at a profit that which we have to sell. This means that a logical appeal must be made to the judgment of the customers, so that they can see the advantage to themselves of buying what you wish to sell. A careful perusal of the literary and advertisement pages of The Canadian Druggist will afford you an abundance of arguments which can be worked into interesting selling talk, and this can be profitably supplemented by reading the literature the manufacturers issue in announcing new lines which will provide many helpful convincing points.

The man who does the little routine things well every day is getting ready for the big job which is sure to come to him.

WHAT ABOUT YOURS?

Subscription accounts were rendered in December and the response has been very gratifying. There are still, however, a large number of subscriptions unpaid, no doubt mainly through neglect to act on the reminder. Our friends will do us a favor by remitting the amounts due, as promptly as possible—Why not NOW?

The fact that the amount is a small one, very frequently tends to the neglect of its payment.

Send us your subscription TO-DAY, either by post office order, express order or cheque.

POINTS THAT INFLUENCE CUSTOM.

Salesmanship is simply influencing the minds of others. It is making others feel as you do about what you have to sell. You are trying to get the people who come into your shop to feel that they should buy your goods. You believe that they should buy from you. You are seeking to bring their minds into agreement with your mind, and when you have brought them around to the point where they agree with you, then you have made a sale. The business of running a shop is simply the business of influencing the mind of the public. The man who runs the most successful shop is the man who can influence favorably the largest number of people. Nearly anybody with a sufficient amount of capital can open a store and fill it with goods, but not every one can sell the goods to keep the shop going. The building itself influences the mind of the customer. The windows and the displays in them influence the mind. The goods and the way they are displayed in the store influence the mind of the possible buyer. All these are points which need close attention in order to achieve success in the retail trade.

ATTENTION TO DETAILS.

Some men have an idea that attention to details is a trifling matter, unworthy of their attention—something to be left entirely to clerks, and the cheap ones at that. They are wrong.

The successful general, in business or war, is the one who does pay attention to details. He overlooks not the slightest thing that makes for thoroughness and completeness of his plans, or which might undermine and cause them to go awry. He does not spend his time, of course, puttering over trifles; he leaves the execution of the minutiae of his plans to his cheaper men, but he sees that they are carried out. That is what they are there for; but if he does not keep his finger on the pulse of his business all the time he can never know when the circulation stops; and things need to keep circulating in a successful business.

Merck's Ether for Anaesthesia

E. Merck

Guaranteed pure and especially suitable for Anaesthesia by Inhalation, therefore preferred and in daily use by prominent Physicians and Hospitals all the world over.

Supplied in 4 oz. and 1 lb. g.s. bottles

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REMINDER!

Keep well stoppered in a cool place. Its vapor being highly inflammable, administer only by daylight or electric light.

Frosst's Perfected Blaud Capsules

S.E.C. No. 71 "Frosst" Blaud Tonic Laxative, R 2.
S.E.C. No. 72 "Frosst" Blaud Arsenic & Quinine.
S.E.C. No. 73 "Frosst" Blaud & Quinine Compound.
S.E.C. No. 74 "Frosst" Blaud, Nux Vomica & Quinine.
S.E.C. No. 75 "Frosst" Blaud & Strychnine.

Five new capsules, manufactured with the same care of detail which characterizes the products of "Frosst."

Physicians appreciate the fact that Frosst's Capsules contain true Ferrous Carbonate in a fresh condition.

Charles E. Frosst & Co. **Montreal**

Did You See this ad last month, and take the matter up with us. With such splendid values we thought we would repeat the advertisement. One More Chance

This cut shows one of our best sellers in French Ivory. The Manicure Sets in this line outclass everything.

The name **"Dupont"** is now a familiar one to the people who appreciate good merchandise, as these brushes are extensively advertised in the leading magazines of the day.

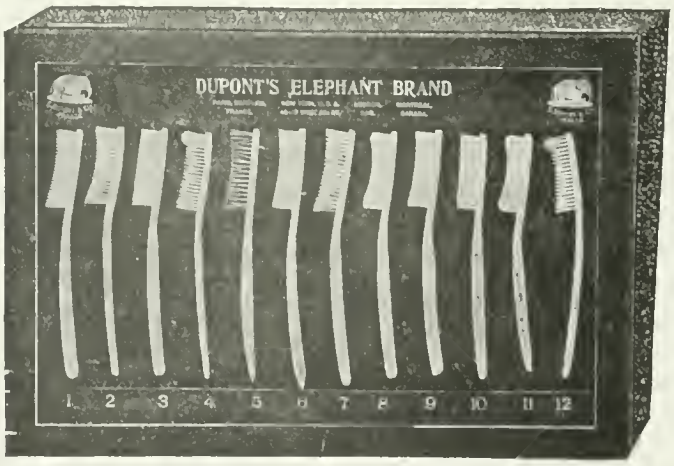
For these reasons we would like you to consider the advisability of stocking Dupont Brushes. After all, there is both pleasure and satisfaction in selling good goods.

Ebony and French Ivory Manicure and Toilet Cases

Handsome Cases like this cut, with Dupont Fittings, make sales every time. Why? Because the fittings are good and the contents rich in appearance.

Remember, good goods well put-up are half sold.

This Tooth Brush proposition beats them all.



100 per cent Profit on every brush and each one a DUPONT

E. DUPONT & CO., Paris, Beauvais, London, New York, Montreal

Sole Canadian Agents:

J. Palmer & Son, Limited

5, 7, 9, 11 DE BRESOLES STREET, MONTREAL

The man who spends his time simply planning what appears to him to be great things is apt to be in reality a dreamer.

The business man who does not foresee all the contingencies that may arise in his business, who does not prepare to meet his obligations, absolute, probable and possible; who neglects to see that his stock is in hand in time for the earliest seasonable trade, it is accessible and well displayed, and in attractive condition, that his windows are clean and neatly and seasonably trimmed—they are the most valuable part of his store—and that his advertising is calculated to say the right thing, that his prices are such that will bring him a profit, and that he gets his settlements for his goods when he should, has his head in the clouds, and is bound to pay for his neglect sooner or later.

A man simply must look after the details of his business—at least be familiar with them, and see that they are taken proper care of by the proper person, or else his business will suffer and the inevitable will sure to come.

THE PRESIDENT'S ADDRESS.

To Every Druggist of Canada:

What are you doing to help your fellow druggist?

In helping him to fight his battles with the Octopus Wholesalers and Manufacturers you are helping yourself. You do not know what day you will need his help. Combination of every druggist in Canada. Solid in one body.

Think! What could we do?

Then let us make the Canadian Pharmaceutical Association that "Solid Body," and every one back it up strong, not only in words, but in deeds and actions. Stand by your guns. Stand by the resolutions of the Associations, actively, practically; read that pertinent resolution passed at Montreal. Read it again. What are you doing about it? Are you backing up your fellow druggist?

Let the Association be able to show conclusively at our next annual meeting, August 5th, at Vancouver, that we are one united active body of men, willing to do something for our profession that will for all time to come help us and our fellow druggist.

Remember August 5th at Vancouver.

Try and come.

Sincerely yours,

Charles Nelson,
President C. Ph. A.

MONTREAL RESOLUTION.

"Regarding the resolution of your Association, requesting the management of that company to refuse to sell "Na-Dru-Co" preparations to any dealer except a registered druggist in places where a registered druggist is located, this Association places itself on record that the best interests of Canadian Pharmacy and sound legitimate merchandising demand that no line of goods not adopting this principle be endorsed by this Association."

THE BUSINESS TRIO.

By W. I. J.

Business, literally speaking, is composed of three indispensable factors, units in the mechanism of commercial enterprise—producer, distributor and consumer. Each is dependent upon the others for subsistence, and each is essential in every known branch of business. Despite efforts to the contrary, no positive method of eliminating one of the trio has been evolved. It is a universally accepted fact that the producer is completely secure in his present position in business. Not only would it be impossible for each and every individual to prepare for himself even the mere necessities of life, but such an undertaking would be most unsatisfactory from an economical standpoint, for in the production of quality goods, quantity results in an enormous saving by the decreased cost of production. It is true that in the manufacture of vast numbers of articles, instead of a solitary few, the producer attains a smaller margin of profit, but incidentally he obtains the profit on many, where otherwise a few large profits would be his. The consumer is here to stay, and as long as the earth remains inhabited there will still be represented the gigantic army of consumers which overshadows in numbers and strength the productive unit many times.

However, with the third factor there exists a latent doubt in the minds of many as to the necessity for its presence. The distributor occupies the position of a helmsman on an ocean greyhound. He is neither the ship nor the passengers, yet upon him falls responsibility for the safety of both. He is necessary to divert the waters of commerce into proper channels, to supply and to introduce into new localities commodities necessary therein. Attempts have been made to make ships steer themselves without the aid of proper pilots, and attempts have been made to eliminate from business the man at the wheel—the distributor or middleman; but these attempts have met with hardly mediocre success, for the path of the liner has proved too uncertain for ship owners to risk their property, while reputable manufacturers refuse to jeopardize their interests by placing them upon the basis of direct selling.

While it can hardly be said that to-day the mail-order concerns seriously threaten retail dealers with destruction, yet they are like the measly little worm that crawls upon the apple and eats

to the heart, here and there spoiling the fruit, but hardly endangering the entire crop. Mail-order schemes have driven from the folds of legitimate dealers the privilege of some transactions, but, like the worm in the apple crop, the great mass of consumers are still retained as customers by the retailers. Socialism, advocating co-operation in communities between producer and consumer, has gained a great number of most ardent supporters, but despite the many attempts to establish co-operative stores, there have been recorded many instances of failure, and but few successful enterprise along these lines. But the fact still remains that of the three great factors, the distributor is most often subjected to attacks which are continually being fostered by irresponsible persons. It is largely upon the retailer himself that resolves the responsibility for his future position in the business world. If by efficient service, honest dealings and judicious proportions of profits he may convince the consumers of the urgency for his presence, he will suffer little competition from the mail-order houses, direct-selling organizations and other similar sources.

SUNDAY SALES.

Attorney General Bowser has sent out the following reply to the City Solicitor of Vancouver in reference to the sale of candies, cigars and picture post-cards on Sunday, the solicitor having asked for a fiat to prosecute sixteen druggists and hotel stand proprietors, for the violation of the Lord's Day Act, says the B.C. Pharmaceutical Record.

"I beg to acknowledge receipt of your letter of the 15th inst., asking me to give my consent to prosecutions under the Lord's Day Act against several people in the city of Vancouver for having kept their stores open on Sunday, the 26th day of November.

"I notice that the charges are principally against drug stores. It strikes me that it is very proper and in the interests of humanity that drug stores should be allowed to remain open on Sunday in order that prescriptions may be filled and medicines obtained by those in need of same. I do not imagine that it pays druggists to keep open on Sunday for the profits received by them, and therefore I would be very slow in proceeding to prosecute them simply because they may have made a sale of some little article while the store was being kept open for the other more necessary purpose. I do not look with great disfavor upon the fact that some little article was purchased in the hotel lobby by a guest at the hotel. Under our liquor Act we permit on Sundays guests at the hotel having liquor with their meals, and if we were to prosecute the news stands in our large hotels where travellers consort for, say, selling a cigar to a person, in my opinion that would be straining the act rather far."

RESTRICTING THE SALE OF PROPRIETARY MEDICINES.

The Louisiana State Board of Health has decided that the sale of proprietary medicines and pharmaceutical supplies must be confined to drug stores in charge of registered pharmacists, thus establishing a precedent for other bodies.

Should this decision of the Board of Health be sustained by the Legislature, it will mean a good deal to the pharmacists of that State, as not only will they control all sales of these goods, but probably secure from manufacturers an established wholesale price, and also deal with the cut-rate problem.

CAN YOU SUPPLY THESE SOLUTIONS.

Sterilized solutions in steel glass ampoules for hypodermic use are now much in vogue. Their prompt adoption by physicians is easily explained. Solutions so provided have important advantages over those prepared in the ordinary manner. They are aseptic. They are ready for immediate injection. There is no necessity to wait until water can be sterilized and cooled. Accuracy of dose is ensured, each ampoule containing a definite quantity of medicament.

It was something like two or three years ago, if we mistake not, that Parke, Davis & Co., perceiving a probable demand for these ready-to-use solutions, brought out half a dozen formulas - solutions of Adrenalin, Codrenin, Cacodylate of Sodium and others. From this small beginning the line has expanded until now the company announces a total of about twenty distinct formulas. The full list, we understand, is now appearing in display advertisements in the leading medical and pharmaceutical journals of the country. Pharmacists will do well to look up these announcements and familiarize themselves with this fine line of solutions, for which there is certain to be a large and constantly growing demand.

RISKS TO AVOID.

Speculation is not the poor man's game. Don't speculate unless you can afford to lose. Speculation is not a cure for poverty. The majority figure on what they would like to make. They should consider how much they can part with without pain, as the unexpected happens frequently. Be conservative. Don't overtrade. Plungers are generally mourners. There is no short cut to wealth.

THE PUZZLE WOOD DISPLAY FIXTURES

Largest Outfit on the Market for the Money.
All Wood, not any Wire Attachments.
Not any holes in the wood that will wear out.

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Pat. Pend.

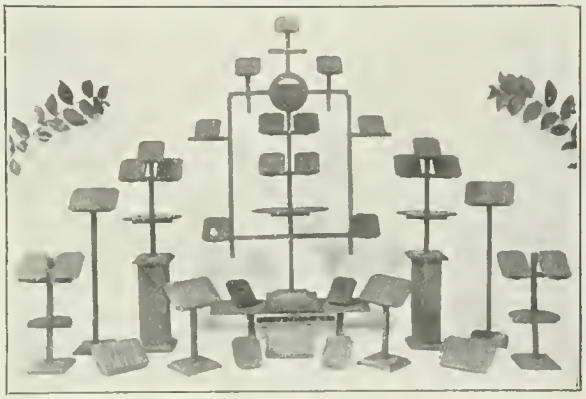
"The Beauty of Puzzle Wood Display Fixtures is revealed above," which represents
A Drug Store with **Five Show Windows** all decorated with **Puzzle Fixtures.**

100
PIECE OUTFIT
$18.00
No Holes in Wood to Wear Out by Assembling.

"E-NUF-SED"

All parts Solid Oak, finished in 3 colors, Gold Oak, Weathered Oak, DK Mission, Hand Rubbed, Wax Finish. Packed in a hinge box, excellent to keep parts in when not in use.

A Large Book of Designs
how to assemble parts
FREE
with each Outfit.



The above illustration is made with a few pieces
So Simple to Assemble that a child could do the work

150
PIECE OUTFIT
$25.00
No other OUTFIT on the market includes a Pair of Knock-Down Pedestals.

"The Puzzle Is"

Who can find the END to the Possibilities that can be made with **Puzzle Fixtures.**

Manufactured and For Sale by

ARTISTORIA NOVELTY CO.,
202 Edgerton St.,
Rochester, - New York.

Terms: 2% 10 days, 30 days net. F. O. B. Rochester, N. Y.

FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

TRADE MARK 'TABLOID' BRAND	TRADE MARK 'SOLOID' BRAND
TRADE MARK 'KEPLER' BRAND	TRADE MARK 'HAZELINE' BRAND
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TRADE MARK 'VALULE' BRAND	TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'VALOID' BRAND	TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & Co.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

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Full stocks are held by all the Firm's Houses and also at the following depots

TORONTO, ONT.: W. J. A. & H. Carnahan—LONDON, ONT.: J. A. Cairncross & Son—VANCOUVER, B.C.: W. M. Harrison & Co.—WINNIPEG, MAN.: W. F. C. Brathwaite, and The Gordon Mitchell Drug Co.

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LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums
and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

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John Cowan Co., Limited

Montreal Chemical Works

1-15 Dalhousie St. - Montreal

New Canadian Branch

SPECIAL OFFER

I will send a typewritten letter and circular to a list of 250 of your customers inviting the ladies to your store for free samples, a supply of which I will send you prepaid gratis with an order amounting to $8.00 or over.

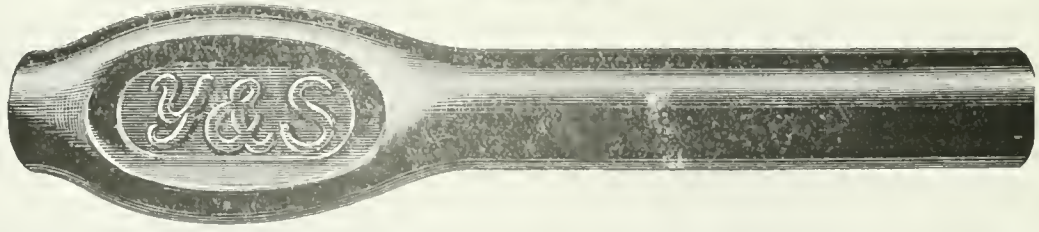
Kosmeo Cream	**$4 20**
Kosmeo Face Powder (white, flesh & brunette)	**4 20**
Hair Restorer (name changed to hair color)	**8 40**
Bonalaxa (the bon bon laxative)	**2 10**
Face Bleach	12 60
Cucumber and Elder Flower Cream	8 40
Eugenie Enamel (white or flesh)	8 40
Bath of Isis for the hands	4 20
Rose Bloom (liquid rouge) pink and damask	4 20
Stick Rouge (for lips and cheeks)	2 10
Cactico Hair Grower	8 40
Dandruff Remedy	8 40
Eye Brightener	4 20
Hygienic Skin Food	12 60
Toilet and Nursery Powder	2 10
Depilatory Powder	12 60
Oat-Al	4 20
Bleaching Cream	6 30

—ADDRESS—

Mrs. Gervaise Graham

46 Ouillette Ave., Windsor Ont.

Stick Y&S Licorice



Y & S Wafers in 5c muslin bags.

Licorice Lozenges in 5 pound tins.

Acme Pellets in 5 pound tins.

Soft mints in 5c pkgs.

—AND—

The delicious Y & S Licorice Pepsin Chewing Gum.

NO DRUGGIST'S STOCK COMPLETE WITHOUT ABOVE NAMED SPECIALTIES

National Licorice Company

MONTREAL

PHARMACY IN GREAT BRITAIN

Organization of Pharmacists — Sale of Ammonia Regulations — The B. P. Conference and Secret Remedies—Storage of Medicines on Ships.

(From our London Correspondent.)

Organization of pharmacists is a matter which has occupied the serious attention of various authorities during the last few months. A general desire has been expressed for some improvement in the present position, and a committee of the Pharmaceutical Society has been actively engaged in collecting information and opinion on the subject. The Associations already existing in England, Scotland and Wales have been consulted, and as a result of the inquiries, a scheme is being put forward for the federation of the whole of the pharmaceutical organizations in Great Britain. While the Pharmaceutical Society as a statutory and examining body, with a membership of about 8,000, meets all the requirements expected of a parent society, it has been found desirable to suggest some means of linking up the numerous local associations with headquarters. The scheme now submitted to the country should make for a permanent and improved organization in the ranks of pharmacy. Local officials will meet the headquarters' staff at regular intervals to discuss matters affecting the craft as a whole, and in this way it is hoped to ensure united pharmaceutical action when the need arises. That some action will be necessary shortly is undisputed, as when the National Insurance Act comes into force pharmacists will be called upon to decide on subjects which may either prove of lasting benefit or lasting injury to them. Never was the motto "United we stand; divided we fall" more apparent than in the present crucial point in pharmaceutical history. It is satisfactory to find that pharmacists have seen the urgency of the situation and taken steps to put their houses in order so as to meet any call which may be made on them.

* * * * *

The sale of ammonia has been made the subject of new regulations by the Privy Council. From the beginning of the present month many well-known products, e.g., cleansing fluids, popular liniments and embrocations, were required to be put on the market in a slightly different form. The regulations provide that liquid preparations containing ammonia must not be sold except in bottles or other containers rendered distinguishable by touch from ordinary bottles; that the bottle must be labelled with the name and address of the seller and the words "Poisonous — not to be taken." Failure to comply with the regulations renders the dealer liable to a penalty of £5. Weak solutions of ammonia (containing less than five per cent. by weight of pure ammonia) are exempt from these regulations, as also are solid preparations such as smelling salts. The object of the regulations is to prevent accidents from the misuse of ammonia, numbers of which, fatal and otherwise, occur each year.

* * * * *

The British Pharm. Conference Executive which recently met in London to consider the details of the program for the Edinburgh meeting this year, gave some consideration to a resolution passed at the Portsmouth meeting of the Conference recommending that a public inquiry should be held in regard to the sale of secret proprietary medicines, with a view to further legislation for the prevention of fraud and quackery. It was proposed that the resolution should be sent to the Home Office, in order to show that pharmacists were not afraid of a full inquiry into the matter, and it was stated that 70 per cent. of the local Pharmaceutical Associations had reported in favor of an alteration in the existing position. After discussing the matter, the Executive decided that, as the government had announced its intention to hold an inquiry, no useful purpose would be served by taking further action at present.

* * * * *

The storage of medicines on board ship has, generally speaking, been conspicuous by an utter disregard of safety and carefulness. Pressed to investigate the question, the Board of Trade appointed a committee representing the medical and pharmaceutical professions and shipowners, to hold an inquiry into the supply of medicines to liners and emigrant ships. In the course of the Committee's inquiries it was ascertained that medicines are frequently obtainable on board liners from unauthorized sources. The indiscriminate vending to passengers and crew of patent medicines, purgatives, and specifics for sea-sickness was found to be a source of danger. It was, therefore, recommended that shipowners be warned of the practice, and advised to take measures to prevent the irregular sale of all articles of this description by any member of the ship's company, and to insure that all hospitals with their ap-

pliances, drugs and other medical equipment should be under the exclusive charge of the ship's medical officer. In view of the large number of persons carried in modern emigrant ships, and the consequent heavy duties devolving upon the medical officer in charge, a recommendation was made that the shipowners be approached with a view to a second medical officer being carried in the case of emigrant ships where the number of persons on board exceeds 1,500. The Board also thinks that the professional care of such large numbers would be facilitated by the employment of a qualified dispenser. The Board of Trade have approved of the whole of the committee's recommendations, and taken the necessary steps to ensure that they will be carried into effect. Your readers will, of course, understand that the inquiries had no reference to the storage of medicines on warships. Anyone who has been over the medical department of a great naval station or a warship cannot fail to have noticed the strict regulations of the Admiralty affecting drug and medical stores.

A CANADIAN BRANCH.

E. Merck, Darmstadt, Germany, under date of February, 1912, has issued a circular letter to the drug and chemical trade announcing that they have transferred their agency for Canada to Messrs. Merck & Co., of New York, who have established a branch house in Montreal at 26-28 St. Sulpice St. Hupfeld-Ludecking & Co., will still continue as selling representatives of Merck & Co., and it is the intention of this firm to keep a full stock of the products of their laboratories in their Montreal house, thus avoiding any annoying and inconvenient delay incident to the filling of orders.

PERSONALS.

The sympathy of the many friends is extented to Messrs. J.F. Lemaitre and Eugene G. Lemaitre druggists, of Queen St. W., Toronto, on the death of their mother, which took place at her home, 372 College St., on the 21st inst.

Mrs. Lemaitre was associated for a number of years with the musical life of the city, and was an executate of great ability both on the piano and organ.

FOR SALE.

Drug store in fast growing Alberta town. Will sacrifice for quick sale on account of sickness. Write to E. Hammond, Bashaw, Alta.

FOR SALE.

Drug store in fast growing Alberta town, no opposition, easy terms, good reasons for selling. E.W. Hammond, 644 12th St., Edmonton, Alta.

Special Prices when ordered in bulk packages.

The Pure Food Law prohibits the sale of any but strictly pure

EXTRACT VANILLA

WYETH'S

represents the True Flavor of Choice Vanilla Beans.

Free From Any Adulterant

Pure and Wholesome

John Wyeth & Brother

INCORPORATED

Philadelphia, Pa.

ATOMIZERS

Nebulizers & Powder Blowers

We have just issued a **booklet** of our new **spraying devices** which we have no hesitancy in saying is the **strongest** line of its kind in the world.

They have all of the improvements that others have **and then some.**

Write for booklet.

Winnipeg Sample room: WM. N. SMILLIE, Room 8, Welden Block.

Miller Rubber Co., Limited

85 Spadina Ave. Toronto, Can.

The most efficient and satisfactory fly killer is

WILSON'S FLY PADS

Retail Druggists find that after trying all the sticky novelties, their customers come back for the old reliable Wilson's Fly Pads, that kill flies in tremendous quantities, and do not damage carpets, furniture or clothing.

Avoid unsaleable substitutes

Archdale Wilson

Hamilton - Ontario

Grube's Method

For Complete Eradication of
TOE CORNS, SOLE CORNS, BUNIONS, CALLOUSES, SOFT CORNS, HEEL CORNS.
Kills the Seed, Leaves Smooth Skin.

One Drop Corn Remover

ADVISE no cutting with knife.
USE eraser to remove hard part. Rub well.

APPLY "One Drop," covering corn completely to kill seed of the trouble; cover it with tissue paper; peel it off third day.

RESULT a normal smooth skin. Put cotton between toes when soft corns.

PRICE 25 CENTS

When Properly Applied, Gives Relief in 3 Minutes.

EXCELSIOR CHEMICAL COMPANY, 3100 State Street, Chicago.

$1.50 per dozen. Quantity price on application. Ways and means with initial gross to assure disposal of goods. During 1911 one medium size retail drug store sent four orders of one gross each, giving a profit of $82.80 the first season of selling the article.

STAR SEAMLESS Water Bottles

TRIM YOUR WINDOW WITH THE

"Ever Ready Window Display"

Sent free with your Star Water Bottle order.

VENO-STAR WATER BOTTLES are the only strictly seemless ones made. Moulded in one piece—Made of the best obtainable grade of Para Rubber—They are full capacity and fully guaranteed.

Ask Your Jobber or Write us Regarding our Special Offer.

THE STAR RUBBER COMPANY

170 Sweitzer Ave. AKRON, OHIO

THE MARVEL

"WHIRLING SPRAY" SYRINGE

WAS AWARDED THE GOLD MEDAL· DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors
44 E. 23rd St. New York
Canadian Agents:
NATIONAL DRUG & CHEMICAL CO.

Sovereign Perfumes, Ltd.

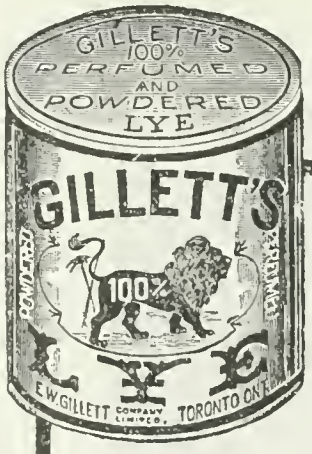
CANADA'S
Largest
Makers of

Perfumes

and

Toilet Preparations

TORONTO



SATISFACTION

in the highest sense, to you as a druggist and to your customers, is obtained when you sell

GILLETT'S CAUSTIC SODA,
GILLETT'S LYE,
GILLETT'S CREAM TARTAR, ETC.

If your wholesale house will not supply you at List prices, send order to us, and we will ship goods direct.

Awarded Gold Medal at Toronto Exposition.

E.W.GILLETT
COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

The Canada Optical Mfg. Co., Limited

EXCELLO

Our Trade Mark.

We Wish to Announce that

We Have Established in Canada a New Plant, with the Most Modern Up-To-Date Equipment, for the Manufacture of Eye Glass and Spectacle Frames in Gold, Gold Filled and Metal.

Only the Best of Skilled Labor Employed.

Our Goods Will Be Found Unexcelled in Quality and Finish

— AND —

Our Trade Mark **EXCELLO** Will Be Your Guarantee.

Special Attention Given to Prescription Work

Head Office,
7 Bleury St.,
Montreal.

COLOR HARMONY IN WINDOW DRESSING.

In "Brush and Pail" we find a suggestion of colors that harmonize in window decorations, as follows:

With blue: White; gold; orange; salmon; maize; brown; black; scarlet and black; orange and black; brown, crimson and gold; orange, black and white.

With red: Gold; gold and black.

With scarlet: Black and white.

With black: White; yellow or crimson.

With Crimson: Orange.

With yellow: Purple.

With green: Gold; crimson, turquoise and gold; orange and red.

With purple: Gold; scarlet and gold.

With lilac: Gold; scarlet, and white or black; gold, scarlet and white; black.

With pink: Black.

BAD EYESIGHT AND ROUND SHOULDERS.

A writer in one of the New York papers states that those suffering from bad eyesight are nearly always round-shouldered, and draws the conclusion that this defect causes poor eyes. Weak eyes are caused mostly by over-use of the organs. It must be admitted that poor eyes and a weak constitution usually go together. The nourishment supplied to the eyes comes from the blood. If the organs of the body do not supply the body with good, rich blood, the eyes naturally suffer, and especially is this true when the eyes are used to excess. Round shoulders have nothing to do with bad eyesight. This defect, however, usually accompanies a generally weakened condition of the body. The remedy in most cases demands straightening of the shoulders with a proper system of exercise, and so building up the functional system that pure blood may be furnished to the eyes. And even these conditions perfect, if the eyes are abused from over-use, they will suffer.

THE ALL-IN-ONE SUNDAE.

Begin with a large dish, because this is no small affair. A little to one side of it lay the two halves of a large individually dissected banana, and on the opposite side place a fig and a stuffed date, flavored by pineapple cubes. At one end of the banana deposit a ladleful of ice cream, and at the opposite end arrange a sweet wafer and a few sections of an orange. On top of the banana drop a small portion of orange ice. Over the ice cream pour a ladleful of chop suey dressing, and over the orange sprinkle some grated cocoanut. If there is room left anywhere on the platter for a little whipped cream, add it, and if He doesn't give up at least 20 cents, don't let Her have it.

WINDOW DRESSING.*

By J. H. Wurdack.

In listening to the following remarks which I shall make, you may rest assured that they represent thoughts which have come to me by personal observation, and not "cuts" taken from journals and magazines and pieced together to form an "original" essay. I have never before had the pleasure of reading a paper to an audience, and it is doubtful whether I would be here now, had I not in a long walk several years ago, passed a number of drug stores whose window displays might be called a disgrace to the profession of pharmacy. Fortunately, not all were that way; in fact some were genuinely attractive, but many were like those everlasting and uninteresting exhibitions which I have been seeing for years and which have finally generated in me a deep disgust of the way the average druggist uses, or rather misuses, his windows for advertising purposes. It appears, his chief energies are directed towards the sale of patent medicines which he advertises so persistently to the exclusion of nearly everything else, and it is this fact which to my mind shows his utter negligence and lack of original thought in that direction.

Now if such a druggist would show preparations that are price protected and allow a liberal margin of profit, it would not appear so foolish, but it is impossible to see the sense of filling show windowa with, for instance, some Malted Milk, and placing upon this array a great card advertising the 50c. size for 40c. and the $1 size for 79c., or in building up a pyramid of Kilmer's Swamp Root at cut price, of course, with the sign, "We (meaning the druggist) recommend this medicine for all kidney complaints,and with almanacs showing letters which explain how patients had not only gotten no relief from doctors, but had been getting worse under their treatment till they used Swamp Root. The sales resulting from such displays are, no doubt, remunerative to the druggist, representing, as they do, an average of one-fourth to one-third the profit due to him, and the physicians are, no doubt, very much edified to find out how little they know of curing diseases and to see this statement exhibited in the windows of their "friend," the druggist.

It is difficult to judge whether such druggists lack originality or are merely unwilling to go to the trouble of trimming a window. One sure thing is this: The windows in many drug stores are not valued as they should be by their owners, as means of advertisement for themselves and the physician, rather than for patent medicine concerns. Large department stores employ expert window trimmers who use up hours in preparing displays of goods that it pays to display. The

*Western Druggist.

SANOL

Is very valuable in the treatment of Gall Stones, Kidney Stones, Gravel in the Bladder, Lumbago, Uric Acid Diatheses.

SANOL'S ANTIDIABETES

Is the only positive cure for Diabetes.

"Changing Diet Method"

Sanol: retail $1.50, trade $12.00 doz.
Sanol's Antidiabetes: retail $2.00, trade $16.00 doz.

All orders of 1 doz. or over delivered free. Terms, 30 days 5%.

All orders will receive prompt attention.

SANOL MANUFACTURING CO.
77 Main Street **Winnipeg, Man.**

BUSH'S
ESSENTIAL OILS

GUARANTEED B.P., 1898.

Sandalwood, Cubebs, Lemon, Cloves, Lavender, Etc.

OLEO-RESINS - ESSENCES
CONCENTRATED PERFUMES

CHLOROFORM, B.P.
for ANAESTHESIA.

W. J. BUSH & CO.

LIMITED.
of London, England.

490 ST. PAUL ST. MONTREAL
122 WELLINGTON ST. W. TORONTO
WINNIPEG AND VANCOUVER

ROYAL SOOTHERS

The Royal Soother is the newest thing for Babies. The Nipple which is made of best Crystal Rubber, completely covers the shield, keeping out the air and allowing nothing to get inside

"It's Just the Style Your Trade Wants."

Try one dozen. Your next order would be larger.

The J. Stevens & Son Co.

LIMITED

145 Wellington Street West, TORONTO.

Royal Soothers

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS

The Arlington Co., of Canada

LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5 35	5 Gross
¾ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS :: DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "Best" use "Electric Beans."

"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

IT HAS THE REPUTATION

If you will recommend it to your patrons you will not only make a friend, but a steady customer.

Send for advertising matter. Bear in mind that we also manufacture the best rubber and leather cement

D. WATSON & CO., AGENTS

MONTREAL

The Best Value For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA

pharmacist does his arranging in as many minutes, or tells the apprentice to do it. After the windows have been cleaned on Fridays, he puts in the advertising matter sent by patent medicine manufactures, pastes a few signs on the glass and is done. And this repeated week after week, month after month until Easter or Christmas or some other occasion arrives, when he usually rouses long enough to put in a more attractive display. It is to be wondered whether he possesses a fond hope that some person might be attracted sufficiently to look in and admire his novel exhibit unless to be the physician who might go into ecstasies over the sense of proprietary shown by the window artist.

Of course, certain factors must be taken into consideration. A busy druggist does not care to use up several hours trimming his windows in winter time, only to find the glass fogged or frosty during the entire week, and it is probable that during zero weather few passersby would stop to look over his display even though the windows should remain clear; similarly during the hottest part of the summer, unless he have awnings and closed windows, his goods will become sadly bleached and fly-specked, but aside from this, the greater part of the year offers excellent opportunities to the druggist to attract, through the medium of his windows, the crowds that pass by his store, provided he go about it in the right manner.

Now, this is the way many of you druggists proceed with your displays. Most of you have a pretty fair idea of decorative effect, and can, with proper materials, making a proper exhibit. It is only when you have no seasonable materials at hand or rather you think you have none at hand, that you revert to those tiresome and disgusting displays of toilet paper, mantles, empty cigarette cartoons, etc.

You might have better kept your windows filled with insecticides, rat poisons, moth balls, sea salt or with various toilet preparations, such as your face creams, freckle lotions, various soaps, perfumes, sponges, box paper, and so on in endless procession. It would not be difficult to prepare displays for such materials. You could select a week, for instance, to display bird supplies call it "Bird Week." Place this in the window with heaps of various seeds, such as sunflower, hemp, canary, millet, rape; have the floor strewn with bird sand, manna and cuttle-bone. Try to obtain a parrot or loan a few canaries and have them either in a cage or flying about in the window. You will be surprised at the number of people who will stop to look in, when ordinarily they would pass by without a glance. At this season of the year you could, for instance, make a beautiful landscape from merely such material as rock candy and licorice root. I saw a faint semblance of this idea in a window about three weeks ago. The display consisted of a heap of rock candy with a rail fence of licorice rhizome running across the space. It would not be difficult to extend this embryo idea into an attractive reality by using a floor of cotton or granulated sugar and heaping up a mountain of rock candy. The licorice root might readily be worked into a log-house, a bridge spanning a creek, and a broken down rail fence or two. Copy your display from a landscape picture if you cannot imagine such scenery yourself. Dozens of similar displays might readily be worked out, and it would not be long before people would come periodically to see what ideas and goods you were showing in your windows.

But you should not limit yourself to such exhibitions. Most of you have received a college education, and consequently know or should know more than the average layman. This learning was not intended to be stored away in your brain under lock and seal. You were expected to make use of it. Do so! Prove to the public that you are a man of science and not a mere seller of patent medicines. You can readily do this by showing your education through your window displays.

You might in your windows prepare a tincture or fluidextract, showing the various steps in its preparation, such as swelling, maceration, and percolation. Have cards about explaining the various operations and precautions necessary. If possible conduct the operation from beginning to end, including the evaporation of the weak percolate, if you are making a fluidextract. It is peculiar how people will stand about watching such a display, counting the drops as they fall from the control tube, and commenting on various things. The next week you can show the apparatus necessary for conducting a distillation. If you have faculties for performing the operation so much the better. Similarly you may show utensils needed for evaporation, comminution for crystallization for detecting adulteration and determining the purity of a substance. Of course, if you count yourself among the druggists who limit the number and variety of their utensils to two or three mortars, a few graduates and a funnel, you will probably be unable to prepare many such displays unless you put in each piece of apparatus separately for a week, for variety's sake alternating, a mortar one week and a pestle the next.

If you are interested in chemistry you can make some chemicals, such as aniline or acetanilid, showing the different stages of its manufacture and explaining the industrial uses of the various intermediate products. I would not advise

anybody, however, to attempt preparing such a compound as phenacetin, especially not if he intends to display it the next week. You can readily, though, exhibit for instance the series of products obtained from petroleum, beginning with rhigoline and going down through the list, U. S. P. Benzin, gasoline, etc., to petrolatum and paraffin. Show the apparatus necessary for fractional distillation and explain the chemical composition and boiling points of the various distillates. You may take up each product separately for a week, showing the methods of purification. Dozens of window displays can readily be prepared from the one subject of crude oil, alone.

You can proceed similarly with the products of the willow tree, showing the bark and salicin obtained therefrom, and the billets of wood with substances resulting from their destructive distillation, such as charcoal, wood alcohol, acetone, acetic acid, creosote, guaiacol, etc.; and you can

An "Einson" Show Card.

do the same with a lump of coal exhibiting the numerous industrial and medicinal products of its decomposition. Why don't you explain to people what the continually used article, common salts, consists of, by showing a jar of chlorin gas and a piece of metallic sodium, keeping the latter in a container filled with hydrogen to prevent oxidation; or display some week such elements as you may be able to obtain, including Pt, Au, Ag, Hg, Sb, Bi, Fe, Zn, Sn, S, I, P, and others.

If you are well acquainted with botany, and materia medica, as you should be, why don't you, in your rambles and outings in the fields and woods, collect a few leaves from the various trees out there, press them a few days, and then, properly labeled, display them in your windows. Nine people of every ten cannot tell one apart from another, and many would be only too glad of an opportunity to study and distinguish their leaves. You can, for instance, convert your window into a miniature garden with moss, grass, perhaps a young oak and a few hardy flowers, and each week display five or six herbs or even wild flowers, collected in the country, with their roots and surrounding earth so that they might remain fresh through the week. Bloodroot, geranium, mayapple, burdock, elecampane, calamus, and dozens of others may be obtained in various parts of the country. Last summer, from a vacation near Tarentum, I brought home 40 or 15 medical herbs, roots, leaves, barks, etc., all collected within the radius of a square mile, and for two weeks people were continually stopping before the window in which they were displayed. The exhibit would not have lasted very long had I been willing to sell the fresh drugs that composed it.

There is such an abundance of familiar subjects which may be used as the basis of an attractive window display, that you need not exhibit the same idea twice in a life time. Of course you should not educate the public to the knowledge and consequent indiscriminate use of medicines that belong to the physician's domain to prescribe. That would be jumping from the frying pan into the fire. But there cannot be the smallest possible objection to your showing how your rock candy is crystallized on strings, how starch is obtained from corn, potatoes, etc., or how you know your spices to be unadulterated and superior to those gotten from grocery stores. The public will thus gain no knowledge which might be harmful to themselves, the physicians or yourselves, but they will remember your displays, your store, and the fact that your goods are pure and of prime quality because you appear to know all about them.

Of course it is often troublesome to prepare such exhibits, but the time used in making them will be amply paid by the increased respect the physician and public will have for you, and you need never fear that people will avoid your store, both outside to admire and inside to buy. The pharmacist should be regarded as a combination of scientist and business man and he should be such and prove it to the laymen through his displays.

KENT-M'CLAIN AGAIN.

Mr. Percy Dwyer, of St. Catharines, has just made still further additions and improvements to his already handsome store. These include the "Eclipse" all glass construction cases made only by Kent McClain, Ltd., (Toronto Show Case Co.)

EMPRESS OF BRITAIN SOAP

A delicate transparent soap with an exquisite odor. Unsurpassed for delicate and sensitive skins and at the same time leaving a delightful soothing and refreshing effect. Put up in a most attractive form and wrapped in gold foil. This soap is being confined exclusively to the drug trade. Exclusive agency given certain towns to one druggist. Write for Particulars.

The Dominion Soap Co., Limited

Sole Canadian Agents for The Andrew Jergens Co , Cincinnati, O.

HAMILTON = CANADA

CHICK-CHICK EASTER EGG DYES

EASTER SUNDAY, APRIL 7, 1912.

ORDER TO-DAY DON'T DELAY

The Handsomest Package Ever Offered.

A COUNTER DISPLAY BOX

LITHOGRAPHED IN 5 COLORS

DESIGNED TO TELL THE EASTER STORY

Sold by All Jobbers

INSIST ON CHICK-CHICK---If you cannot be suppl ed, write

MACLURE & LANGLEY, Limited, Canadian Representatives

TORONTO OTTAWA MONTREAL WINNIPEG

FRED FEAR & CO., 15 Jay Street, NEW YORK

NAME

SIMPLE—VERY APPROPRIATE

PACKAGE

40 Combination Envelopes

IN HANDSOME DISPLAY BOX

$1.25 Per Box

Each Envelope Contains:

8 Beautiful Colors (100 shades)

6 Beautiful Transfer Pictures

Big Value for the Consumer
Retails at 5c

75c Profit on Each Box

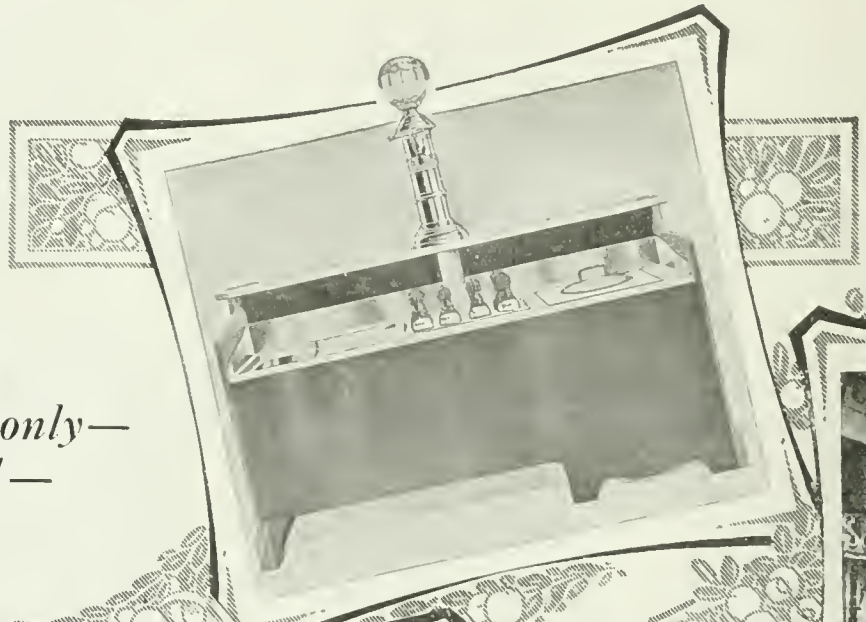
Large Assortment of

ATTRACTIVE WINDOW AND COUNTER DISPLAY ADVERTISING

in Each Box———all in

LITHOGRAPHED COLORS

It makes no difference to us whether your requirements are **BIG**



We pursue one policy only— not several—

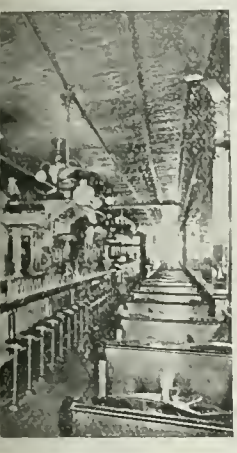
WE have a lar
in ever
constantly addin
MAN

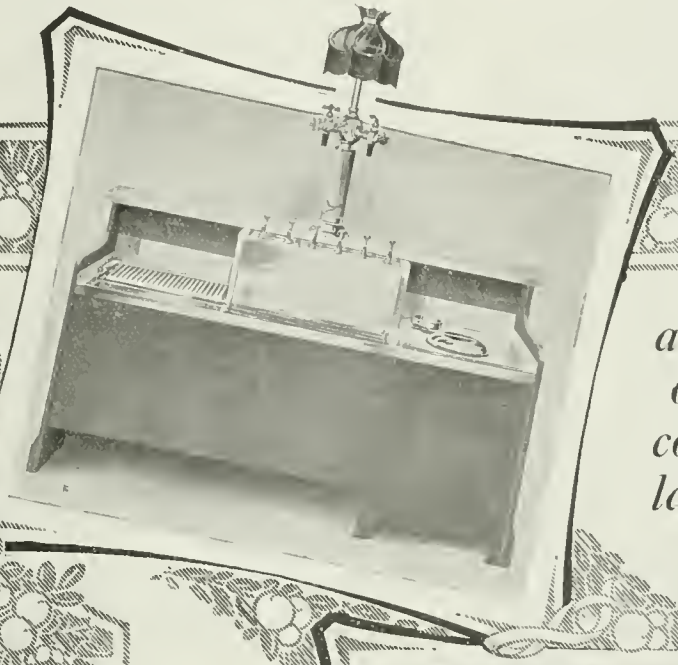
McLaughlin Soda Water Fountains are manufactured by

J. J. McLAU

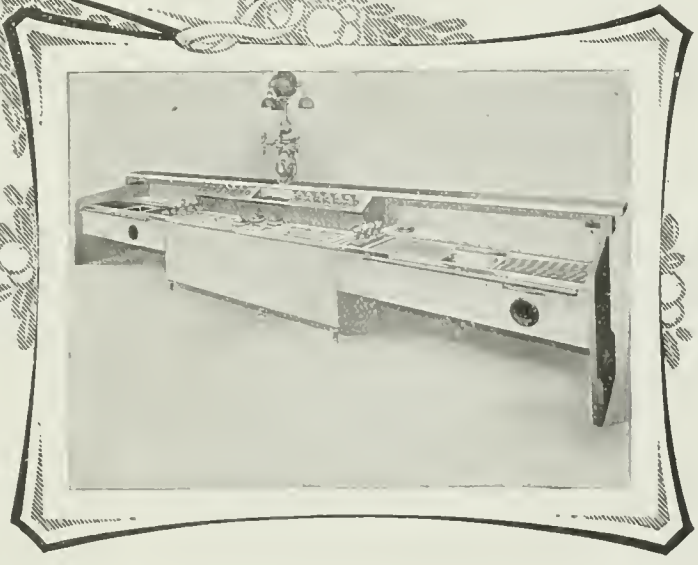
Our 1912 Catalogue is now on the

LITTLE we will give your business our most serious attention





and that policy is, original designs, convenience of layout, superior construction



fully equipped **ARE**
tment and
becomes progressive
TURERS

HLIN, Limited

145-155 Sherbourne Street
TORONTO, ONTARIO

ost card from you would bring you one.

BENGER'S

Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food.

MANUFACTURERS BENGER'S FOOD, LTD., MANCHESTER, ENG.

Benger's Food is sold in tins and can be obtained through most Wholesale Druggists and Leading Drug Stores.

Be Able to Fill Orders for

PINEX

The Big Selling Cough Remedy

Is now the largest selling cough remedy in the U. S. and is rapidly gaining the same position in Canada.

This remedy was designed by a Pharmaceutical Chemist to take the place of a thousand and one home-made cough remedies upon which the druggist makes little or no profit.

These people are being educated to buy Pinex (50c.) getting a better remedy, and paying the druggist a good profit.

Pinex has brought to the druggist a big volume of new business from people who would not buy an ordinary cough remedy.

It is a clean, meritorious pine-tar preparation.

A quick repeater.

You can stock it safely.

The sale is guaranteed.

Unsold bottles returnable at any time.

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National Formulary

The following is the fifth installment of some of the new formulas that have been suggested for inclusion in the forthcoming edition of the National Formulary. The Committee is desirous of having them thoroughly tried by pharmacists in different sections of the country so as to avoid, as much as possible, unfavorable comment after the final publication of the book. Comments and criticisms based on practical experience will be welcome. All communications should be addressed to the Chairman of the Committee, Prof. C. Lewis Diehl, 932 Cherokee Road, Louisville, Ky., who will submit the comments to the sub-committee having the matter in charge.

FLUIDEXTRACTUM BAPTISIAE.

Fluidextract of Baptisia.

Process A (see N.F. III. p. 56) No. 40 powder.
Menstruum : Alcohol 3 volumes.
Water 1 volume.

FLUIDEXTRACTUM CHIONANTHI.

Fluidextract of Chionanthus.

Process A (see N.F. III. p. 56) No. 40 powder.

FLUIDEXTRACTUM COCILLANAE.

Fluidextract of Cocillana.

Process A (see N.F. III. p. 56) No. 40 powder.
Menstruum : Diluted Alcohol.

FLUIDEXTRACTUM CONDURANGO.

Fluidextract of Dioscorea.

Process A (see N.F. III. p. 56) No. 40 powder.
Menstruum ; Alcohol 4 volumes.

FLUIDEXTRACTUM DIOSSOREAE.

Fluidextract of Dioscorea.

Process A (see N.F. III. p. 56) No. 40 powder.
Menstruum ; Alcohol 4 volumes.
Water 1 volume.

FLUIDEXTRACTUM DROSERAE.

Fluidextract of Drosera.

Process A (see N.F. III. p. 56) No. 40 powder.
Menstruum : Alcohol 4 volumes.
Water 1 volume.

FLUIDEXTRACTUM ECHIEACEAE.

Fluidextract of Echinacea.

Process A (see N.F. III. p. 56) No. 40 powder.
Menstruum : Alcohol 4 volumes.
Water 1 volume.

FLUIDEXTRACTUM EUPHORBIAE PILULIFERAE.

Fluidextract of Euphorbia Pilulifera.

Process A (see N.F. III. p. 56) No. 40 powder.
Menstruum : Diluted Alcohol.

FLUIDEXTRACTUM HELIONIATIS.

Fluidextract of Helonias.

Process A (see N.F. III. p. 56) No. 40 powder.
Menstruum : Diluted Alcohol.

FLUIDEXTRACTUM NAPETAE.

Fluidextract of Napeta.

Process A (see N.F. III. p. 56) No. 40 powder.
Menstruum : Alcohol 3 volumes.
Water 4 volumes.

FLUIDEXTRACTUM RHAMNI CATHARTICI.

Fluidextractum Rhamnus Catharticus.

Reserve the first 750 Cc. and then proceed as in Process A (see N.F. III. p. 56) No. 40 powder.
Menstruum : Diluted Alcohol.

FLUIDEXTRACTUM SENECIONIS

Fluidextract of Senecio.

Process A (see N.F. III. p. 56) No. 30 powder.
Menstruum : Alcohol 2 volumes.
Water 1 volume.

FLUIDEXTRACTUM TRIFOLIUM.

Fluidextract of Trifolium.

Reserve the first 800 Cc. and then proceed as in Process A (see N.F. III. p. 56) No. 30 powder.
Menstruum : Diluted Alcohol.

FLUIDGLYCERATES.

Fluidglycerates are intended to be of the same strength as fluidextracts. They contain approximately 50 per cent. by volume of glycerin and no alcohol. The drug should be in a No. 20 or 30 powder unless otherwise directed. For drugs that do not require either acid or alkaline menstruum they may be prepared by the following outlined process :

GENERAL PROCESS.

Drug, in coarse powder... .....1000 Gm.
Glycerin..... .... 500 Cc.
Water..... ....1500 Cc.
Chloroform water, a sufficient quantity to make..... ....1000 Cc.

Mix the Glycerin and Water, and moisten the drug thoroughly with a portion of the mixture, then pack it very lightly in a cylindrical percolator, and add enough of the menstruum to saturate the powder and leave a stratum above it. When the liquid begins to drop from the percolator, close the lower orifice, and having closely covered the percolator, macerate for 48 hours. Then allow the percolation to proceed until the drug is exhausted, using first the remainder of the menstruum and afterward Chloroform Water. Reserve the first 500 Cc. of percolate and evaporate the remainder on a water bath, the weaker portion first, then the stronger until it is reduced to 600 Cc., then add the reserved portion and continue the evaporation until the product measures 1000 Cc. Allow the preparation to stand for a few

days, then decant the clear portion and strain the remainder.

FLUIDGLYCERATUM GLYCYRRHIZAE.

Fluidglycerate of Glycyrrhiza. Fluidglycerate of Licorice.

Glycyrrhiza, Russian, in No. 20 powder	1000 Gm.
Ammonia water	60 Cc.
50 Cc. of	

Mix the Ammonia Water with 600 Cc. of the Glycerin Water menstruum, moisten the ground drug with the mixture and complete the preparation by following the General Process for Fluidglycerates, excepting that the mixed percolates are to be evaporated in 990 Cc. and the remaining 10 Cc. Ammonia Water added to the cold product.

FLUIDGLYCERATUM KRAMERIAE.

Fluidglycerate of Krameria.

Krameria, in No. 20 powder.....1000 Gm.
To make 1000 Cc.

Follow the General Process of Fluidglycerates using 600 Cc. of the menstruum to moisten the ground drug.

FLUIDGLYCERATUM RHAMNI PURSHIANAE.

Fluidglycerate of Cascara Sagrada.

Cascara Sagrada, in No. 20 powder...1000 Gm.
To make.....1000 Cc.

Follow the General Process of Fluidglycerates, using 500 Cc. of menstruum to moisten the ground drug.

FLUIDGLYCERATUM RHAMNI PURSHIANAE AROMATICUM.

Aromatic Fluidglycerate of Cascara Sagrada.

Cascara Sagrade, in No. 20 powder	750 Gm.
Fluidglycerate of Glycyrrhiza	250 Cc.
Lime	38 Gm.
Glycerin	375 Cc.
Water	2625 Cc.
Oil of Fennel	1 Cc.
Oil of Cloves	1 Cc.
Oil of Cassia	1 Cc.
Chloroform Water, a sufficient quantity to make	1000 Cc.

Mix the Lime with 1500 Cc. of water and stir in the Cascara Sagrada, moistening the drug evenly and thoroughly. Dry the moist powder by exposure to a moderate heat until air-dry. Mix the glycerin with 1125 Cc. of water and moisten the Cascara Sagrada with 600 Cc. of this menstruum, pack it lightly in a cylindrical percolator and add enough of the menstruum to saturate the powder and leave a stratum above it. When the liquid begins to drop from the percolator, close the lower orifice, and having covered the percolator macerate the mixture for 48 hours. Then allow the percolation to proceed slowly until the drug is exhausted, using first the remainder of the menstruum and afterwards Chloroform Water. Reserve the first 375 Cc. of the percolate and evaporate the remainder on a water bath the weaker portion first, then the stronger until it is reduced to 450 Cc., then add the reserved portion, and continue the evaporation until the liquid measures 717 Cc. When cold add the Fluidglycerate and volatile oils and mix thoroughly. Allow the preparation to stand for a few days, then decant the clear portion and strain the remainder.

FLUIDGLYCERATUM RHEI.

Fluidglycerate of Rhubarb.

Rhubarb in No. 30 powder.....1000 Gm.
To make.....1000 Cc.

Follow the General Process for Fluidglycerates, using 500 Cc. of menstruum to moisten the ground drug.

SYRUPUS IODOTANNICUS.

Syrup of Iodo-tannin.

Iodine	2.7 Gm.
Tannic Acid	5.4 Gm.
Sugar	800.0 Gm.
Distilled Water, a sufficient quantity to make	1000.0 Cc.

Reduce the iodine to a powder and introduce it into a flask with the Tannic Acid and 450 Cc. of Distilled Water, and then heat the mixture on a water bath, at a temperature not exceeding 50 degrees C. agitating the flask from time to time until a drop of the liquid ceases to give a blue coloration with starch T.S. Then add the Sugar and when this is dissolved remove the flask from the water bath, allow the syrup to cool, and finally add enough Distilled Water to make the product measure 1000 Cc.

POWDERED BLAUD'S MASS.*

By George M. Beringer, Jr.

A few years ago the writer was called upon to prepare tablets representing Blaud's Pills. It was found almost impossible to dry the mixture when prepared as directed for Pilulae Ferri Carbonatis, U. S. P., the glycerine, of course, being omitted. The following formula has, however, been used with success :

Exsiccated Ferrous Sulphate	105 Gms.
Potass Carbonate	80 Gms.
Powdered Sugar	105 Gms.
Powdered Acacia	10 Gms.

Rub the potassium carbonate with 10 Cc. of water, and add the other ingredients, previously mixed. Rub till evenly colored. Dry in an oven and powder. Preserve in tightly stoppered bottles. This is equivalent to about 1000 Pills U. S.P.

Prepared in this manner the mixture can be

*Read at a meeting of the New Jersey Pharmaceutical Association.

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Band and Orchestral Instruments

AT SPECIAL PRICES

Write for Complete Price List.

The Nordheimer Piano and Music Co.

15 King Street, East - Toronto, Ontario.

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DAVIS SQUARE DRUG STORE
A RELIABLE PLACE TO TRADE
LOWELL, MASS

Lowell, Dec 14, 11

Goods arrived in good condition and we are much pleased with the quality of ware.

Yours truly
Davis Sq Drug Store

BOTTLES and CORKS

If you wish to be sure that your bottles will be first-class in all respects order from

F. E. REED GLASS COMPANY
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C. F. BOEHRINGER & SOEHNE
MANNHEIM, WALDHOF
MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

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THE only collapsible, self-adjusting infallible Supporter in the world, made of purest and softest rubber. Having 6 faces or cups it renders misplacement absolutely impossible. This feature does not exist in any other supporter. Highly recommended by the medical profession.

RETAIL PRICE, $2.00

Price to the Trade—$12 per doz. in ½ doz. lots, $10 per doz. in 1 doz. lots.

Druggists: write for descriptive circular and special introductory proposition. Made in two sizes, large and medium. Accompanying illustration shows full size of Medium Supporter. This size is generally used. Guaranteed satisfactory or money refunded. Address

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NEW CHARFORD MILLS, BIRMINGHAM.

Southall Bros. & Barclay, Ltd.
(Established 90 years.)
WHOLESALE ONLY.

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MAC LEAN, BENN & NELSON, LTD

Manufacturers of
LINTS, ABSORBENT COTTONS & GAUZES at the MILLS, BIRMINGHAM and BROMSGROVE.
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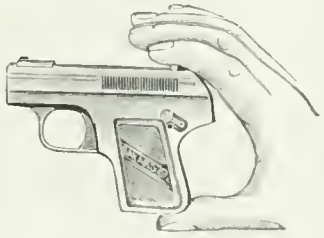
THE LITTLE GIANT



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The "BAYARD" Baby Automatic Pistol

Calibre .32 (7,65 m m)

A MIDGET AUTOMATIC

THE .32 cal. (7,65 m m) "BAYARD" Pistol has been designed to meet the demand for a pocket pistol combining easiness of manipulation and simplicity of construction with maximum efficiency.

Its Size is that of a .25 cal. pistol although it shoots **the powerful .32 cal. cartridge.**

The "BAYARD" pistol possesses consequently **the advantage** of having a size **reduced to that of the 25 cal. pistols** and **a cal. of .32 generally considered effective** and heretofore found only in pistols of greater bulk. These features make the **"Bayard Pistol"** the **Ideal Pocket Arm.**

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OUR CREED

We believe that Canadians appreciate quality and that the very highest is none too good for them. If we did not hold this belief and work with this assurance before us constantly, we would not be in business to-day, but we are here and "making good."

THE TORONTO PHARMACAL COMPANY, LIMITED
TORONTO - MONTREAL - WINNIPEG

kept for a considerable length of time without appreciable change. The U.S.P. formula contains too much water even for making a suitable pill mass. The tragacanth and the althea of that formula, also, make a mass too tenacious and slow satisfactory in both respects and hardens much satisfactoey in both respects and hardens mdeh more rapidly. It will be noted that the formula makes an odd amount, but this has been adopted, because it affords a more convenient weight for working.

SELECTING SUGAR TO MAKE A COLORLESS SYRUP.

Lehr (Bull. Pharm.) notes that the pharmacist often meets with difficulty in selecting a sugar to produce colorless syrup. He says that a sugar in large clear crystals will make, in most cases, a clearer syrup than can be produced from the smaller grains. The directions given in the United States Pharmacopoeia offer a chance of caramelizing the small particles of sugar which may come in contact with the dry, and therefore overheated surface of the dish, and it needs only a little caramel to give a tint of yellow to the syrup. May not dissolving in boiling water, and a careful removing of the scum, if such develops, do just as well? The test as to the color of the sugar is conducted as follows: Put, say, 25 grammes in a white porcelain evaporating dish, so that it appears as a flattened cone. Then allow from a pipette 5 c.c. (mils) of distilled water to run carefully and little by little around the base of the heap. While the water draws slowly up to the top of the pile, keep on emptying the pipette until the whole heap is soaked—always running the water around on the base. If the sugar is off color either blue, yellow or gray this will show in the place where the water comes ultimately together, leaving either a large dot or a ring of the peculiar color involved. A comparison of the color, which is clearly distinguishable against the white of the dish, may be made with a standard approved sample is necessary to settle any doubtful case.

THE DRUGGIST'S CREDIT.

In a paper presented to the commercial section of the American Pharmaceutical Association, on the value of credit, Mr. John R. Thompson said: "You might have $25,000 in the bank and still not be considered a desirable customer of merchants and manufacturers. On the other hand your bank balance may be very small and cause you no embarrassment if you are prompt in paying your bills. A strong credit is built up by the method you employ in making settlement and not by a strong showing in assets.

"A bank will lend money and a merchant will give credit more readily to the druggist who has a reputation for prompt payment even though he may be only moderately rated, than to the man of reputed wealth who is slow to liquidate.

"Good credit is more to be desired, as it is more useful to the business man than lots of prosperity.

"The firm who sells you goods is not interested in what you are worth, particularly, but they are alive indeed to whether you do not pay when your bills are due.

"The proportion of druggists who discount their bills is larger than one would suppose at

An "Einson" Show Card.

first thought. It varies in different localities like everything else. In Pittsburg about 80 per cent. of druggists discount; in Philadelphia about 60 per cent.; in New York 60 per cent.; in Boston, 80 percent; in Baltimore 50 per cent; in Chicago and most western cities about 75 per cent. Cleveland and Cincinnati, both in the same state, vary from 80 per cent. in the former city to 65 per cent. in the latter.

"These estimates apply only to city druggists. In the country districts the proportion is larger in the west and smaller in the east.

"Taken as a general average we will say about 70 per cent. of druggists discount promptly. This is a good showing compared with other business of comparative size. Grocers and other merchants do not discount in any such proportion. Department stores with scarcely an exception, discount all bills.

"The merchants in all lines who discount are the ones who are making money. Those who do not are the ones who simply exist or fail.

"This is easily accounted for; the man who is prompt in payment is also prompt and forethoughtful in all his actions. He is a good buyer and will not overstock. He is a good salesman, and will get rid of his goods somehow which have ceased to be good sellers; he is a good manager, and will not allow extravagance and negligence to escape notice. He is a good business man all around because he discounts. He discounts because he is a good business man.

"The direct profits to be made by discounting aside from establishing credit are large in themselves.

"A druggist purchasing $10,000 worth of goods a year will realize a hundred dollars if cash discounts are only one per cent, and in many cases there are two and three per cent. To clean up a hundred dollars net by selling goods you must sell about a thousand dollars worth of merchandise.

"The advantages of discounting therefore are: the direct profit in it, the building of credit, and the acquisition of good business habits.

"These three qualities will make the drug business a success anywhere in the world."

THEY HAVE THE GOODS.

Advertising to be effective must come straight to the point, and tell the facts plainly and straightforwardly.

The advertisements of the Sutcliffe Co. are of this character, and consequently the trade read them and do business with the firm. They have the goods, and advertise them just as they are, and the result is, satisfaction on both sides.

Don't Order Your Show Cards

before you have seen

EINSON'S

New Spring Catalog

Now Out

A Complete and Artistic Book of Modern Showcardism

Cloth bound, containing over 200 half-tone illustrations, comprising the newest conceptions of hand made show-cards in relief ornamentations, air-brush work, fancy cut-outs, mat effects, pictorial cards; also embossed and half-tone work, and a number of

Original Mechanical Window Attractions

$5000 00 worth of practical ideas and suggestions of modern store and window advertising.

Nothing Like It Ever Attempted Heretofore!

PRICE: $1.00.

We refund this amount on any purchase of $10.00 and over.

OUR BLANK SHOW CARD SERVICE will be especially interesting to window dressers and ticket writers, and will prove not alone a valuable adjunct to their own work, but will also improve their efficiency.

"EINSON"

Store and Window Signs, Show Cards

Price Tickets

Manufacturers of Original Mechanical Window Attractions

813 Broadway NEW YORK

There are Two Splendid Complete Outfits

THE MEDIUM SIZE OUTFIT

contains complete assortment of 80 different parts, enough fixtures for one medium sized window or two small ones, with extra units for inside displays.

$21.00

F.O.B. Hamilton

The Better Way

THE FULL SIZE OUTFIT

contains the full assortment of the 130 units or parts, enough fixtures for two full sized windows with extra parts for inside displays.

$35.00

F.O.B. Hamilton

We Carry Stock at Hamilton--Duty Paid

Send Coupon for Our Special "Make Us Prove It" Offer. This Line is Sold on Its Own Clear Merit.

Simplicity—A Never Ending Variety of New Displays—Lasting—Wear—"Just Your 2 Hands and the Merchandise"

Now, Mr. Merchant, REMEMBER:

That "The Better Way" Interchangeable principles are positive and have been thoroughly proven out. You get the same long wear and satisfying service from these Interchangeable Outfits that the old style rigid or solid fixtures gave you.

That with these fixtures you can create a different display every week for four solid years. You can change your windows every day if you want to and without any trouble, worry or annoyance.

That "The Better Way" is not an expense, it is a SERVICE—an active, money-making, time-saving, business-increasing, "help-you-every-minute" SERVICE.

That it is so simple that window trimming is something you can really enjoy, for the innumerable combinations and displays that you can make are interesting both to you and the passer-by.

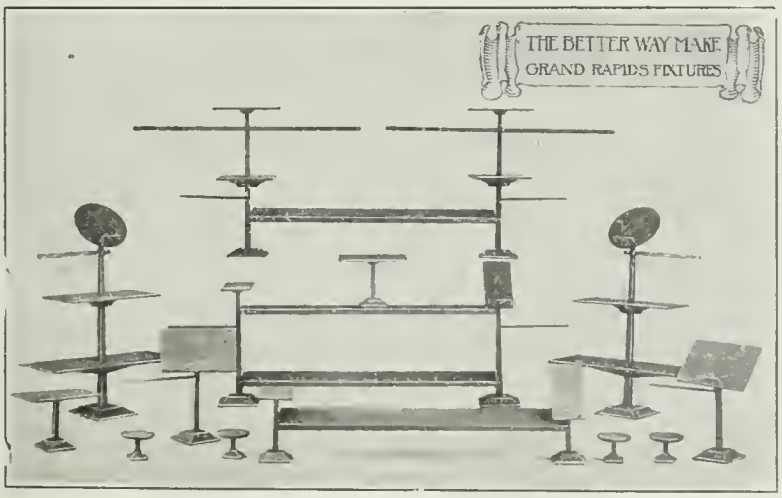
That when you get these fixtures in your store you will find that we DO use the very best selected material, you will find that we DO apply the skill and patience of the greatest furniture centre of the world, you will find that our designs are both unusual and attractive and how we have made our fixtures something besides inanimate pieces of wood and how they add tone and character to your window.

That you will find that the rich smooth finish sets a new high standard for window display fixtures and how it makes a whole lot of difference in the appearance of your windows.

That we have a special proposition to offer to responsible merchants which we want you to have. Send the coupon to-day giving us your name and address and the proposition will go to you by return mail.

Draw trade with your windows, through your doors, and up to your counters

The Taylor Mfg. Co., Hamilton, Ont.



This illustrates a few designs of fixtures that it is possible to set up with the outfits. This illustration shows enough fixtures for two full sized windows. Note their splendid adaptability for both window and show case displays.

Grand Rapids Quality.
Workmanship and Real Excellence of Finish.
Golden Oak and Weathered Oak
A Rich, Smooth, Hand Waxed Finish.

THE TAYLOR MFG. CO.
Hamilton, Ont.

Gentlemen.-- Send Special "Make Us Prove It" Offer and Full Particulars.

Name .....

Address .....

Town .....

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Bottle Complete

Breast

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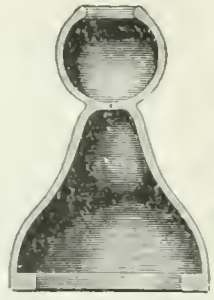
To the Druggists of Canada

We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Ball-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing. We are making a special offer on the Ball-cup nipple until the 1st of January, 1912. Write us for prices.

THE HYGEIA NURSING BOTTLE CO.

1336 Main St., - Buffalo, N. Y.


Section of ball-cup nipple. The puncture in the nipple is at the bottom of the cup.

Retail Druggists

Increase You Income!

Put in a line of the best known **DOG REMEDIES** in America, and command the patronage of the great body of Dog owners and lovers. Sales certain. Write for complete particulars and recommendations of other druggists.

Dr. Cecil French, 55 French Bldg. **Washington, D.C.**

Canadian Distributors: The Wingate Chemical Co., Montreal, P.Q.

Make Money Selling

the strongest line of the most palatable and effective Lozenges, and well known to the public.

London Hospital Throat Lozenges

(Formulæ of Sir Morrell Mackenzie)

English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per jar 90c.) In lots of 16 jars, $12.80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

English Peppermint Lozenges — Licorice Gum Drops
Ex. Strong Wintergreen Lozenges — Lemon Gum Drops
Pine Tree Tar Gum Drops
English Mint and Licorice Jujubes

Put up in 5c packages.

When ordering from your jobber be sure to specify Roworth's. Guaranteed under the Pure Food and Drugs Act. Serial number 1023

The Roworth Mfg. Co., 85 Maiden Lane, New York

Write for Price List. F. O. B. N.Y. Strictly Pure

These goods can be had from any of your jobbers

The Leading Line

Beecham's Pills

- Notice to the Trade -

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion, and the fact that Beecham's Pills are so well-known and valued by the residents who have come from the British Isles, the demand is rapidly increasing, and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price. The following firms are the Distributing Agents:

All Depots and Branches of the National Drug & Chemical Co. of Canada, Limited.
Messrs Lymans Limited., Montreal.
Messrs Lyman Bros. & Co., Limited, Toronto.
Messrs Martin Bole & Wynne Company, Winnipeg.

WHOLESALE PRICES:

Less than one dozen	$2 30 per dozen	less 5%
One dozen	2.20 " "	
Six dozen	2.10 " "	

The Show Window

PHARMACEUTICAL WINDOW DISPLAYS.*

By Otto Raubenheimer, Brooklyn

For the pharmacist who is somewhat ingenious and practical, there are several ways of making window displays of a strictly pharmaceutical character. The various pharmaceutical processes can be utilized :

SEVERAL PROCESSES.

Filtration.— This simple process can be made quite an attraction if carried on in the show window. Water colored blue with a little ultramarine can be filtered clear, and is a strange phenomenon to the average public. And still more so is the coloration of water tinted with an aniline dye and filtered through kaolin.

Continuous filtration, or one lasting quite a long time, can be easily arranged by an inverted large bottle, e.g., a five gallon bottle over a large filter. To prevent any splashing the bottle should be fitted with a stopper and one or two pieces of glass tubing.

Percolation, especially if a bottle containing the colorless menstruum is inverted over the percolalator, has proved quite an attraction in my window. The highly colored percolate, dropping at regular intervals, arouses the curiosity of the public.

Distillation.—The process carried on in the show window will give the pharmacy a professional and scientific look. A Remington still can be used for the distillation of water and also for the recovery of alcohol from the marc left after percolation. If a glass retort is used, the difference between the colored liquid to be distilled and the colorless distillate will be a mystery to the average public.

I have found an upright or reflux condenser attached to a large flask quite an attraction. This method of distillation has the great advantage of taking care of itself without any constant watching.

Precipitation.—This process can be utilized in the manufacture of milk of magnesia by filtering the solution of magnesium sulphate into the solution of sodium hydroxide contained in a large and tall bottle. The magnesium solution being heavier in gravity sinks to the bottom, forming magnesium hydroxide on its way.

Washing decanting and siphoning can be demonstrated in the manufacture of the same preparation.

GLASSWARE AND APPARATUS AVAILABLE.

Laboratory ware displayed in the show window is one of the best attractions. The variety is so large that there is no trouble in making a selection. I mention the following : Funnels and percolators displayed on stands, percolator jars, tincture press, drug mill and sieves, water-bath and evaporating dishes of glass and porcelain, precipitating jar, stirring rods, etc.

Chemical glassware makes a still more scientific display, which gives the public the impression that this pharmacist belongs to a higher class. The following can be displayed to great advantage : Retorts, condencer and receiver, different styles of flasks, including volumetric flasks, pipettes and burettes with stand, wash bottle, drying jar, beakers, test tubes on the rack and hydrometers in jar, specific gravity bottle, end even the blowpipe.

Prescription utensils constitute a very appropriate window display which will impress the laity and also the medical profession, and which will thus help to increase the prescription business. The following might be displayed : Different sizes of mortars and pestles of wedgewood, porcelain, and glass, graduates holding from minims to a quart, even a prescription balance, pill machine, porcelain tile, tablet and tablet triturate machines, suppository machine and molds, infusion jar, spatulas, an assortment of pill and powder boxes, different sizes of ointment and other jars, and a row of prescription bottles, holding from one drachm up to a pint or a quart.

LITERATURE ON DISPLAY.

Prescription books and files, especially if you have an old established pharmacy, always make an interesting window display. At the same time a sign may state the number of prescriptions compounded during the month or year or during the entire existence of the store.

While on the subject of books I will also mention a literary display, for example, some of the pharmaceutical journals which I read, or some of the books on pharmacy, chemistry, botany, materia medica, etc., in my library ; or some of the pharmacopoeias and formularies I am acquainted with.

Such a display, especially if it includes some foreign journals and books, will undoubtedly raise you in the opinion of the public above the level of the ordinary druggist. Along the same line it is well to occasionally make a window display of your college diplomas, your licenses, and your certificates of membership in different pharmaceutical associations. An odd display of that sort will interest the public and will benefit your business withodt any doubt.

MEDICAL PLANTS.

One of the most interesting displays is of living plants in the show window. It is not neces-

*Read before the Section on Commercial Interests of the A. Ph. A., Boston, August, 1911.

sary to be an expert botanist to go into the fields or even in the city limits, to gather a great many medicinal plants. The writer has done so on numerous occasions. I mention the display of digitalis in bloom, together with historical facts, from its introduction into medicine as a diuretic by the English physician, leading up to the discovery of its glucosides and the application of biological standardization.

A blooming larkspur plant, Delphinium Consolida, with its blue dolphin-shaped flowers, whence its name, has proved quite an attraction. Furthermore it has greatly helped the sale of tincture of larkspur.

Conium, the poison of spotted hemlock, with a bit of its history, as being used by the old Greeks to execute their criminals, and as being the plant from which the drink was prepared to poison Socrates, has proved an interesting window display. A jar of poisonous conium seed next to a jar of harmless anise seed, together with a proper explanation of the danger of confusion, will have the beneficial effect that the laity will patronize the educated pharmacist in whom they have confidence.

CRUDE DRUGS.

Drug Display.—Above all a druggist or pharmacist should occasionally make a display of drugs, including drugs in their crude state, in his show window. Flowers, herbs, barks, roots, seeds, etc., displayed in boxes and jars, of course, properly labelled, making an interesting as well as an educational window display. If neatly written or printed signs with further explanation and a bit of history accompanying this display it will arouse still more attention.

I might call your attention to the fact that at least one pharmaceutical manufacturing house in connection with its assayed preparations has placed in the hands of the pharmacists a set of drugs in glass stoppered bottles with neat celluloid labels giving synonyms, definition, habitat, history, etc.

Besides these the pharmacist should make window displays of vanilla beans in jars, or rhubarb in the root or in fingers, cubes and powder, of boxes of chamomile flowers, of tins of insect powder, or bars and pieces of castile soap, sticks of extract of licorice. During the Hudson-Fulton celebration in New York city (1909) I made a cinchona window display, which was also exhibited at the pharmaceutical meeting of the Philadelphia College of Pharmacy. I could continue to enumerate displays of chemicals, indicating that you keep a full stock of same, of various preparations of specialties and of seasonable articles, but too much time has already been occupied.

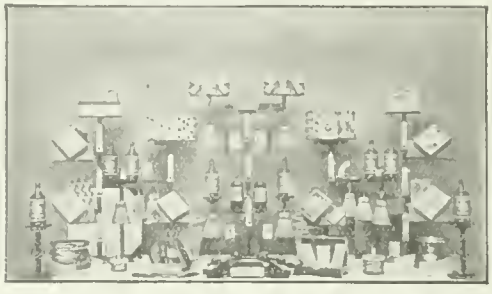
A growing bank account is the only thing that proves to a man that he isn't asleep on his job.

VALUE OF YOUR SHOW WINDOWS.

By Oscar Onken, President of the Oscar Onken Company, Cincinnati, Ohio.

Whether you want it or not, your windows will either attract or repel every one who passes them. A person is attracted by a clean, well-kept window, just as he is by a well dressed man or woman, and one will hesitate to enter a store with a dirty window, just as he will hesitate to shake hands with a dirty tramp probably he will avoid it altogether.

The very best advertising space you can buy is being paid for every time you pay your rent. It can be made to earn more than any other space in the store. You are wasteful and extravagant, if you do not make it earn all you can.



The patronage of any store is necessarily largely in its immediate neighborhood, hence most of the people who are passing your store are possible customers, and many who may not be regular customers, will become casual customers, by the attraction of some article in the window which catches their fancy. The profit on such sales is a clear profit.

The advertising manager of one of the large New York department stores recently said that no store can afford to handle goods which requires persistent effort to sell. That is to say: no merchant can afford to employ all the help he needs during rush hours, without having much of it idle at other times.

Every merchant knows that if he could take time to mention a few seasonable articles to each customer as he waits on her, it would effect a marked increase in his sales.

Why not use your windows to offer these suggestions? They will catch the eye of the customer the clerk is waiting on, as well as the favored customer to whom you are giving your personal attention. It will also reach the passing customer of your competitor to whom you do not often get a chance to speak at all.

To make the most of show windows, care must be used in selecting the goods to be displayed in them. It would take more genius than most of us possess to make a miscellaneous jumble of everything in the store attract anybody. Either a single article should be displayed, or only articles which are related to each other.

Marshall Field & Company have probably the

"BORDO" Chocolate has a flavor different from all others.

Will You be the Judge?

Every man is entitled to a fair trial. The Judge hears the evidence and decides impartially from the evidence.

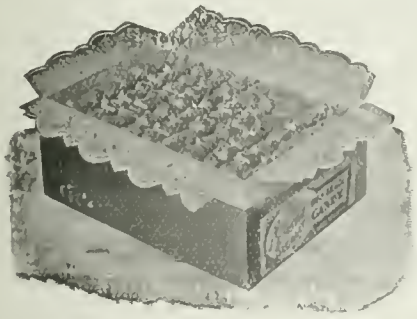
Mr. Merchant, you are the judge in the trial of **Chocolate, "Bordo."** But you have an advantage that the judge of legal matters has not. You don't have to depend on evidence. You can prove to an absolute certainty that the evidence is correct, *that the goods are right.*

We have from time to time submitted evidence enough on this page to prove to anyone on earth that **"Bordo"** is the greatest selling line on the market, but we don't ask you to rely on the evidence alone, we ask you to give our package a trial—a fair and just trial.

Isn't That Square?

Doesn't that strike you as a fair proposition. Doesn't it show that we know what **"Bordo"** is and that we know it will prove our claims? It certainly does, for if we didn't we wouldn't make such a proposition. You'll find that out anyway.

In justice to us, to **"Bordo,"** to yourself and to your business find out what **"Bordo"** is and what it will mean to you to handle it. Find out by giving it a trial. Take our word for absolutely nothing. Let the goods prove our claims, and the sooner you start the trial the better for your business, your customers and your bank account.



Now it's up to you. Will you let the opportunity slip by? Don't hesitate, don't delay, don't hold back.

We send free sample package to any Merchant who requests it, and full information.

Buy **"Bordo"** at our risk, we guarantee the sale and if not satisfied return the goods at our expense.

Invest one cent (1c) in a card, write your name on it and say, send sample **"Bordo"** and we will do the rest.

COST		
5 lb boxes each	-	$1.25
1 " " doz.	-	4.00
½ " " "	-	2.25
10c. pkgs.	-	.85

The **Montreal Biscuit Co.**

Wholesale Confectioners

MONTREAL

"BORDO" Chocolate. The more you eat, the more you want.

One of the largest tobacco advertising campaigns ever conducted in Canada is now being directed to boost the sales of Tuckett's Cigars, Cigarettes and Pipe Tobaccos. Advertisements are appearing in a list of dailies, magazines and periodicals all over Canada *The combined circulation will reach over two million people.* Invoice your stock of Tuckett's, and prepare to meet the demand.

Tuckett's Cigarettes

In Three Varieties — Retail Prices Quoted.
Tuckett's Club Virginias, 15c for 10
Tuckett's Special Turkish, 15c for 10
Tuckett's T & B, - 10c for 10

Mustard Plasters
"RUEFF"

renowned all over the world for 45 years, in any packing and of any grain at reasonable prices.

Just as reliable as the French Brands

NHALERS always ready for use, to be carried in the pocket.

FABRICK PHARMAC. & CHEM. PRAEPARATE

JULIUS RUEFF
PFUNGSTADT (Hessen) GERMANY
ESTABLISHED 1867

THE GREAT ENGLISH REMEDY

ALWAYS CURE **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1.00 per box.

Canadian Agents: LYMANS Limited, Montreal

EVERY DRUGGIST SHOULD CARRY

-FAIRBANK'S SOAPS-

GLYCERINE TAR SOAP—for shampooing.
PUMMO SOAP—for the hands.
SANITARY (Carbolic) SOAP—for General use.

Because they are the best to be had, and show the dealer a margin of over 75% profit.

WRITE US FOR PRICES:

The N. K. FAIRBANK COMPANY
MONTREAL, CANADA

Absolutely Sure!

Any Druggist, when he sells or recommends "Mecca" Ointment, does it with a certainty that his customers get full value for his or her money and they will come again and again for it. We will stand behind every jar. All Wholesale Drug Houses or

Foster-Dack Co.
Toronto and Chicago
We invite correspondence

THE OLDEST THE BEST

ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

finest show windows in the world, and thousands of dollars are spent to provide attractive back-grounds and settings.

They follow the principle of one thing to a window closely. If the most expensive show windows in the country can be used to the best advantage in this way, it is a pretty good lead for others to follow.

There are a great many things sold in the modern store which are so well advertised that they do not require any selling effort. A mere reminder to the customer is enough, and if such goods are tastefully displayed in the windows or on the counter, they will do their own reminding.

Nearly every possible customer will have passed a merchants store in the course of a week. Therefore a window display may be said to be worked out at the end of a week. Another reason for changing window displays frequently, is that the goods become soiled and faded, and when put back on the shelves, their freshness is likely to be questioned. It should be the practice to change window displays every week on whatever hour is the most idle help.

Few store windows are enclosed at the back, hence the opportunity for using elaborate backgrounds is limited. It is important, therefore, that the goods displayed be so arranged as to form the back-ground.

With the use of Onken Wood Window display YOUNITS, anyone can put up an elegant display in half an hour.

One great advantage of these YOUNITS is that each week's display can be arranged entirely different from the one above, the whole appearance of the window can be changed by changing the arrangement of the YOUNITS.

Still another thing in favor of the YOUNITS is that but few goods are required to make an attractive display.

The fixtures will more than pay for themselves in direct sales. It is certain that the passerby is being attracted by the neat, clean, up-to-date windows, and they are creating a good first impression for the store, which is also worth money.

KENT-M'CLAIN AGAIN.

A very attractive store has been opened recently by Mr. H.E.A. Walley on St. Viatuir Street, Montreal. The fixtures are in quarter cut oak and comprise beside wall fixtures a number of the "Eclipse" all glass construction cases made only by the Kent-McClain, Limited (Toronto Show Case Co.) who installed the whole.

It is better to fall and start over again than to keep plodding along helplessly at something where you know you can't make good.

A LINIMENT WINDOW DISPLAY.

In a paper read before the New Jersey Pharmaceutical Association, Mr. Charles W. Holzhauer asked what druggists could do to create a demand for and sell more goods which yield a good profit, instead of over-priced articles which barely pay expenses. This is a question which is of vital interest to every pharmacist, and he suggested that probably the cheapest and one of the best ways in which it can be done is by using the display space of show windows to good advantage. The value of window displays cannot be over estimated, and if put to good use will return a handsome profit to the store. What class of goods should druggists show in their windows? Certainly only such goods as will yield a respectable profit.

"Some time ago," he continued, "we arranged a display of liniment which we had sold in a small way for a number of years, which not only sold the goods while in the window, but also created a good demand afterwards, so that, although it is now several months since we made the display, we are still having calls as a result of it. To catch the eye of the passerby, and to get away from the usual row of bottles often stood upon the floor of the window, we made six small photographs of persons in various attitudes, showing the uses to which the liniment might be put. One represented an old man rubbing his ankle, another rubbing a sore wrist. These pictures we rubbing the lame back of another boy, and still another rubbing a sore rist. These pictures we had enlarged, and hung them prominently in the centre of the window so as to catch the eye of any one passing. Under each picture we hung a small sign with a few catchy phrases descriptive of the liniment and its uses. The bottles, arranged in pyramids and a large price card upon the floor of the window, completed the display. As a result we sold in two weeks as much of the liniment as we had sold in a year before, and we created a demand for it. The total cost was not more than four dollars, yet it attracted the attention of nearly everyone who passed by and returned a substantial profit on the investment of money and labor.

"It seems to me that as a rule we do not pay enough attention to one of the most valuable assets we have, namely, in giving more thought and attention to our windows, and the class of merchandise we display in them. How often do we see a window full of an article which if even sold at its fullest retail price will only yield a small net profit, and which is probably cut in many instances to the regular wholesale price to the pharmacist. Is it not foolish for us to give away one of our best assets for nothing, for the display of an article which does not yield anything like an adequate return?"

THE WINDOW SHOW CARD.

Art and advertising are inseparable twin sisters.

Whether it is in designing, printing, sign painting or show-card writing, it should and must have strictly artistic merit to meet with recognition.

The public of this century has been educated to clean, wholesome and artistic publicity. Shoddy or fake goods are repulsive and will not be tolerated.

It is the truth in advertising and true products of art that alone make a successful combination. Amateurism means sacrificing success for cheapness.

It is a costly experiment that no sensible store keeper will resort to, at least, not more than once.

Cheaply-executed show-cards are costly at any price, and better out than in the window. They are a detriment to any exhibit.

The more alluring a display the more artistic its decorations, the more attractive is it to the public.

The show card is no small factor in a window it is part and parcel of it.

A well-known advertiser says: "If you had a salesman who was going to talk to a thousand or ten thousand prospective purchasers, would you select your poorest talker or have him dressed cheapily or shabbily?"

Certainly not!

"Show Card," the silent salesman in the window, addresses and influences people daily.

It is the most patient and persistent salesman obtainable or imaginable, at the smallest salary conceivable, arguing and advocating your case in the most impressive manner if fitfully clad in the best raiment the show-card writer's art can design.

There is not a store, however large or small, in every city, town, village or hamlet that does not indulge in window cards. Some elaborate affairs with handsome ornamentations, artistic sketches, designs and pictures; others, sedate, neat, even severely plain, such as the occasion may call for. But surely none without a show-card or ticket.

Amounts to quite a little, the yearly income of window signs, and proves conclusively their importance and publicity agents.—Morris W. Enison

An Enison Show Card.

PHOTOGRAPHS OF THE KING'S VISIT TO INDIA.

Never was a royal progress better illustrated than that of the King and Queen to the Delhi Durbar in December. Newspapers and magazines have vied with one another in the excellence of the pictures presented. They have been gorgeous pageants, splendid processions and remarkably vivid glimpses of hunting scenes with that bizarre, romantic and fascinating background of Indian scenery to give them appropriate setting and atmosphere.

Maharajas, elephants, tigers, and veiled ladies have flitted across the page and the ordinary newspaper reader is almost as familiar with the appearance of the Diwas-i-Khan at Delhi as St. Paul's from Ludgate Hill.

TANGLEFOOT

THE ORIGINAL FLY PAPER

For more than 25 years the Standard in Quality

ALL OTHERS ARE IMITATIONS

Pepto-Mangan (Gude)
(Reg. U. S. Pat. Off.)

is ***the one and only*** absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also ***the one and only*** preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

"Every Coat we turn out a Winner"

Druggists' & Dispensers' Coats

Your personal appearance will be improved by wearing our made-to-measure coats thoroughly shrunk. We have a large variety of styles and strictly washable materials.

Cut shows Style No. 18,
made from any material desired

Write for our swatch card showing styles, materials and prices, free upon request. We can fit you by mail very nicely.

Free Delivery in the United States and Canada

Address:

WEISSFELD BROTHERS
115 Nassau St., New York

Book Orders Now

We are in a position to promptly supply the following:—Moth Balls, Moth Flakes, Sulphur Sublimed, Copperas, Formaldehyde, Insect Powder, Crude Carbolic, Creolin, Borax, Blue Stone, Lime Juice, Chloride of Lime, Magnesia Citrate, Oil Cedar, Paris Green, Effervescent Soda Phosphate, Acid Carbolic (pure,) Powdered Sabadilla and Castor Oil.

We Handle Only Reliable Makes, and prices mean "The Last Word."

E. G. West & Co.

Wholesale Druggists
and Manufacturing Chemists

80 George Street - Toronto

Do You Know?

That people are attracted to a well-lighted store, and that consciously or unconsciously they avoid a poorly lighted one. You can make your store attractive, bright and inviting by using an R-K Lighting System. It can be installed anywhere—burns same as city gas—always ready to light. You own your own gas plant, pay less for your light, and get more than ever before. Thousands in daily use.

Get dissatisfied with your light. Ask yourself, "Is my light as good as daylight?" If not, write to-day for booklet "D." A postal will bring it.

"Good Light Costs No More Than Poor Light!"

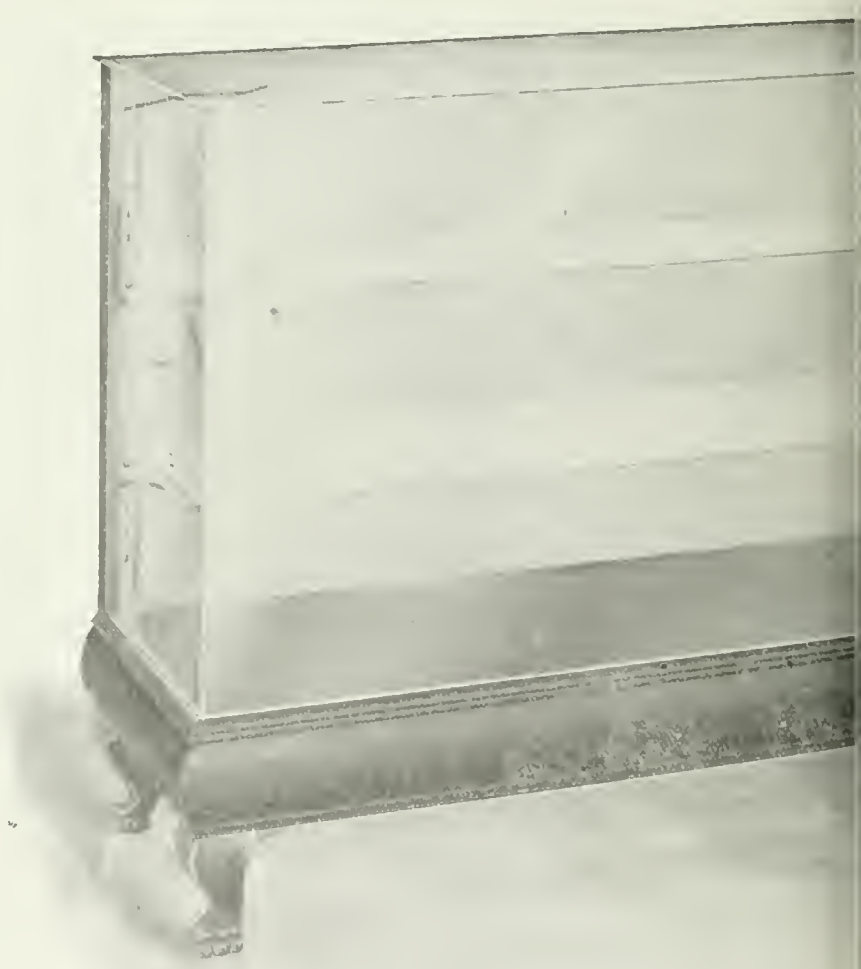
RICE-KNIGHT LIMITED
TORONTO - - ONTARIO

SHOW CASES a

We Have a Model Fàc

FIRST QUALITY

No Provision is Made for



Kent-McClain Limited

181-199 Carlaw Avenue - - C

SHOP FITTINGS

Equipped to Turn Out

FIXTURES ONLY

ond or Third Grade Work.

Toronto Show Case Co.)

of Queen St., East, TORONTO

The intimate and artistic views of the Royal party from the camera of Mr. Ernest Brooks have been especially admired. Mr. Brooks occupies the distinguished position of private photographer to the King-Emperor. He uses "Tabloid" "Rytol" in developing his negatives, and has recently addressed the following letter to Messrs. Burroughs, Wellcome & Co., with regard to his chemical requirements:

Government House, Calcutta,
December 31, 1911.

Messrs. Burroughs, Wellcome & Co.,
Snow Hill, London.

Dear Sirs,—I acknowledge with thanks the receipt of your further supplies of "Rytol" Developer and other "Tabloid" Photograph Chemicals, for which I cabled you from Aden. I am much obliged to you for the promptitude with which you have executed my order, and with these further supplies in hand shall be fully equipped for all the photographic work I expect to do.

Believe me,
Yours faithfully,
(signed) ERNEST BROOKS.

NAMES THAT WILL SOON BE FAMILIAR.

Proposote and Stearosan are the titles of two chemical compounds recently introduced to the medical profession by Parke, Davis & Co. Pharmacists who are seeing them here for the first time should make careful note of them, as the preparations for which they stand, seem assured of a permanent and not inconspicuous place in medicine.

Proposote is a combination of creosote and phenyl-propionic-acid. It is a straw-colored, oily liquid, insoluble in acids, soluble in alcohol and ether, and slowly decomposed by alkalies. It is equivalent to 50 per cent. creosote and is adapted to the treatment of tuberculosis, chronic bronchitis, pulmonary abscess, intestinal infection, etc. Proposote is less irritating than creosote and similar substances. It does not impair the appetite or disturb digestion, hence can be given a long time without ill effect.

Stearosan is a combination of santalol and stearic acid. It is an odorless, tasteless, light-yellow oily liquid. It is insoluble in water and dilute acids, but is slowly broken up by alkaline fluids. It is equivalent to 50 per cent. of santal oil. Prescribed for the same purposes for which santal oil has long been used. Stearosan is not irritant to the stomach, but may be taken in large doses without risk of digestive derangement.

An important promotion campaign on behalf of Proposote and Stearosan is now being conducted by Parke Davis & Co. It embraces extensive advertising in the medical journals, the distribution of samples and literature to the medical profession, and special detail work among the prescribers on the part of the company's travelling representatives. Pharmacists will do well to make provision for the prescription which may be confidently expected in consequence. Proposote and Stearosan are supplied in elastic gelatin capsules, boxes of 12, 24 and 100.

PRACTICAL PRESCRIPTION NOTES.

FERROUS CHLORIDE IN PILLS

Ferri protochlor..... ... ...gr. ij
Aloin..... ....gr. 1-12
Ft. pilula. Mitte tales xij.

Batch No. 1 was massed with 1 grain of powdered tragacanth and 1 minim of simple syrup; for the second dozen pills 2 drops of mucilage of acacia was used to make the mass; while lot No. 3 was massed with anhydrous wool fat, with the addition of 3 grains of powdered marshmallow. The three batches were rolled in liquorice powder, lycopodium and French chalk, respectively, and then placed in separate bottles and well corked.

The first lot showed signs of softening after five days, but no change could be detected in the other two. A pill from each lot was then laid aside in a pill box, and about five hours later No. 1 was like a drop of muddy water, while No. 2 was beginning to show a little dampness on the surface, but No. 3 was still unchanged. Two days later No. 2 had also collapsed, but No. 3 still retained its shape, though quite soft.

It was remarked that ferrous chloride, being very deliquescent, should, if kept in stock for some time, be carefully dried on a water bath before using for pills.

If only a dozen pills are ordered at one time, either syrup with tragacanth or mucilage of acacia does perfectly well; in fact, mucilage makes the hardest pill. If a large quantity be ordered, anhydrous wool fat with a little marshmallow is much to be preferred, although it does not make such a hard pill.

A BALSAM OF PERU EMULSION.

Bals. Peruv..... ... .dr. ij
Syr. tolut..... ....oz.ss
Tr. camph co ....dr.iss
Aq.pam. ad... ....oz.iv
Sig.: A teaspoonful if the cough is troublesome

No. 1. Made by rubbing the balsam with an equal part of powdered gum acacia, adding dr.iij. of water to form a mucilage, then more water, and the syrup and tincture last of all.

No. 2. Prepared by rubbing the balsam down with an equal part of almond oil, and then adding dr.vj. of water, finally finishing off as above.

No. 3.—To a fresh mucilage of powdered gum acacia dr.ij. and water dr.iij. the balsam is added

Pure Sterling BRAND True

All "Sterling" Goods are Pure, Uniform and of True Flavor

"Sterling" Fruit Syrups, perfect flavor and color. The highest standard of purity and permanency.

"Sterling" Fountain Fruits, the natural aroma and flavor. Prepared from selected ripe fruits by a special process. A complete assortment of crushed and whole fruits.

Soda Fountain Specialties including Canadian Red Cherries, Maraschino Cherries, "Cream de Menthe" Cherries, Crawford Peach Slices, Pineapple, Crushed Fruit, Whole Fruits, Strawberries, Chop Suey, Maple Walnut, Etc.

LEADING LINES:

"Sterling" Unfermented Fruit Wines, Lime Fruit Juice, Lime Fruit Cordial, Raspberry Vinegar, Ice Cream Powder.

Tri Cola, a popular fountain beverage, sold all the year round.

—SEND FOR OUR PRICE LIST—

THE T. A. LYTLE COMPANY, LIMITED, TORONTO, ONT.

gradually, then more water, and lastly the syrup and tincture.

No. 2 gives a nice white emulsion, but the addition of a fixed oil seems quite unnecessary, as No. 3 is entirely satisfactory.

In the discussion one of the members said he had found wool fat with 10 per cent. of wax gave a good pill, and that the addition of marshmallow was liable to cause oxidation. He also showed a sample of ferrous chloride pills made with a benzol solution of Canada balsam as excipient which remained quite hard at the end of twenty-four hours when kept in an ordinary pill box, but which dissolved in water at blood temperature, with occasional shaking in half an hour.

The chairman said ferrous chloride pills massed with anhydrous wool fat and varnished were perfectly good at the end of a year. He thought such pills should always be varnished.

VARIOUS PRESCRIPTION DIFFICULTIES.

Sulph. praecip..... ....dr.j
Calamin. praeparat..... ....dr.iv
Zinci oxid. ....dr.iv
Glycerin..... ....dr.j
Aquam ad..... ....oz.iv
M. ft. lotio.

The difficulty in this prescription is in getting sulphur properly diffused, since its effect in skin irritations is practically lost unless it is in a fine state of subdivision. The powders should be thoroughly mixed together and then rubbed into a paste with the glycerin and a portion of the water, then adding more water, only in small quantities at a time, scraping the sides of the mortar after each addition. The finished lotion should be poured into the bottle, leaving any gritty particles behind in the mortar. If the lotion has been well made the sulphur will, on standing, sink.

Phenalgin..... ....gr. iv.
Acid acetylsalicylic..... ....gr. viij
Exalgin..... ....gr. j
Caffein..... ....gr. ij
Ft. pulv. Mitte tales vj.
Sig.: One every four hours.

If dispensed as written, the powder is incompatible, as phenalgin (said to be phosphoammonio phenylacetamide) contains free ammonia, which combines with the salicylic acid of the acetylsalicylic acid. The powder accordingly turns pasty, and develops a strong odor of acetic acid. The phenalgin was dispensed separately.

Ferri arsena ....gr. 1-12
Potass. carb..... ....gr. iiss
Ferri sulph..... ....gr. iiss
Ft. pulv. Mitte tales xxiv.

Forty grains of dried ferrous sulphate was used as the equivalent of the 60 grains of ferrous sulphate crystals, the 20 grains of water of crystallization being used to dissolve the potassium carbonate, the two salts being rubbed together thoroughly. The ferrous arsenate is added and the whole set aside for ten minutes, when the mass becomes quite hard, but softens on working. Powdered tragacanth 4 grains is added and the mass rolled out. A great saving of time and labor is effected compared with rubbing up the crystal sulphate of iron and potassium carbonate.

Argenti nitratis..... ....dr. ij
Aluminis..... ....dr. iv
Aq. destill. ad..... ....oz. viij
Solve.

Sig.: Add a tablespoonful to half a tumblerfull of water and use as a gargle three or four times a day.

Silver sulphate is precipitated by interaction between the silver nitrate and alum. This precipitate dissolves when diluted with the amount of water directed, but it is such a heavy powder that it will be very difficult for the patient to get an equal quantity of the precipitate in each amount used. It is better to dissolve the salts in twice the quantity of water and direct two tablespoonfuls to be added to the required quantity of water.

Sodii bicarb. ....dr. iij
Bismuth salicylat..... ....sr. iij
Sp. chloroformi..... ....dr. iss
Infus. gentian. ad..... ....oz. viij

Calculation shows that 1 dram of sodium bicarbonate is sufficient to convert the 3 drachms of bismuth salicylate into oxycarbonate, and these amounts were heated together with the water to dispel the carbon dioxide, and then allowed to cool before adding the other ingredients. It is not permissible here to dispense bismuth carbonate, because if dispensed with the salicylate the sweet taste of sodium salicylate is quite predominant, and the patient would at once notice the difference.

IRISH MOSS.

The article often called Irish Moss, Carraigeen or Carraghan and Pearl Moss is the seaweed Chondrus Crispus. The plant grows along the rocky coast of Europe and is found from Gibraltar to the North Cape. It does not seem to have been able to penetrate into the Mediterranean, and is only rarely found in the Baltic. It is moderately abundant on the coast of Ireland, and its collection forms one of Ireland's minor industries. Prior to the commencement of the gathering, bleaching beds are left bare. The spring tides are chosen because of their ebbs leaving bare the most considerable extent of the rocks. The best quality intended for the supply of druggists, is hand-pulled in order to secure its freedom from shells and tape grass, and is worth twice the value of the

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

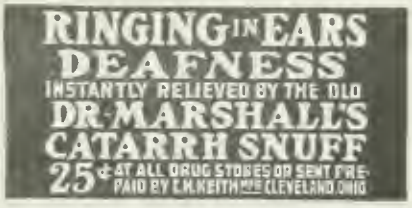
Look!

Every mail brings us letters enclosing cash for one or more bottles of **Dr. Marshall's Catarrh Snuff**, the writer stating that his druggist does not keep it in stock. **You ought to get this money and make the profit. Order it in cartons and display it.**

ORDER from your jobber NOW.

1 doz. Cartons, $2.10 ½ doz. Cartons, $1.05 5 PER CENT OFF

These advertisements appear in the Canadian papers to bring you trade.



C. H. KEITH, Manufacturer, Cleveland, Ohio
THOMAS GIBBARD, 33 St. Francois Xavier St., MONTREAL

TO YOUR ADVANTAGE

5% Discount 5%

On all orders booked before March 15. These may be booked for delivery up to June 1st.

Take Advantage and Profit Thereby.

Write for Particulars and Quotations.

Prepare now for the fly-killing campaign.

- WONDER FLY KILLER -

will do the work quickly and effectively, and last the entire season. It is a sure exterminator of the household pest. The kind your customers will want.

Stock early and be prepared.

Enquire of your wholesale dealer or direct.

Dominion Agent: **Joseph R. Wilson,** 204 Stair Building, TORONTO

Your Profit 100 per cent When You Sell

THE KILLKORN SAFETY CORN SHAVER AND Callous Remover

Price 50c

Money-back-guarantee Coupon with each Killkorn

This wonderful little invention for human necessity is indispensable in nearly every home.

Sells at Sight **Does the Work**
Brings more Orders
Makes Friends **Makes Big Profits**

In Leatherette case with 2 scientifically tested German Steel Blades

Order from Jobber, $3.60 Doz.

Special Discount Gross Lots

If your jobber cannot supply you, Write to us.

Segal Manufacturing Co.
New York, - - U. S. A.

Keating's Powder

Kills Bugs

The Unfailing Exterminator of Every Form of Insect Life
---otherwise Harmless, Stainless and Odorless.

Moths,
Bugs,
Roaches,
Flies,
Fleas,
Ants,
Beetles,
Etc., Etc.

Non-poisonous
to Bird
or Animal
Life. Will
not stain
Furs, Woollens,
or the most
delicate Fabrics.

There is always a steady demand for Keating's Powder. All the "Old Country People" know it. This demand is being increased by an advertising campaign, and by the growth which naturally follows in the demand for a commodity which is effective and satisfies the purchaser.

Order your Keating's **NOW.** Be ready for the Bug Season.

Thomas Keating, Manufacturing Chemist. **London, Eng.,** Established 1788

ORDER THROUGH YOUR WHOLESALE HOUSE.

bulk of the crop. During the neat tides, when the rocks remains covered, the moss is gathered or dredged by means of a long-handled iron rake, as mussels are often dredged from the channels of rivers. This part of the harvest is, of course, not so good as the other, containing, as it does, varieties of weed and different species of mollusca. It is not, however, rendered unsuitable for sizing purposes.

The moss, both hand-pulled and dredged, is laid upon the bleaching beds and exposed to the air and sunlight, which renders it white and clear. The mercantile product is crisp, whitish, odorless, and mucilaginous. It possesses adhesive and stiffening powers, and dries down on the fibre, which it will not injure, nor will it change sensitive colors. It never loses its much to be desired "elasticity," owing to its saline nature.

THE FOREIGN TRADE IN AMERICAN PATENT MEDICINES.

According to the official records of the bereau of Statistics, Department of Commerce and Labor, nearly $7,000,000 worth of patent medicines were exported from the United States in the past year, and for the last ten years the aggregate shipments amounted to more than $50,000,000. Only a small proportion, less than a quarter of a million of dollars of this amount went to the Philippines, the Hawaiian and other non-contiguous territory of the United States. The countries and colonies to which the $7,000,000 worth of medicines, patent and proprietary, were sent last year numbered eighty, and were scattered over every grand division and through the islands of the seas. The exports to England alone averaged $2,000,000 during the past three years, while smaller quantities went to Germany, France, Austria, Spain and Belgium. Cuba, Canada, Mexico, Panama and the British West Indies took a million and a half of them, and the exports to South American countries exceeded one million. There was scarcely a country in the world that did not get some of these remedies.

It would seem that, simultaneously, with the war on patent medicines in this country, the manufacturers of the same were winning popularity for their products in other lands.—National Druggist.

"LIQUID" OFFICES MOVED.

The Liquid Carbonic Company have moved their general offices and their Chicago branch from their old location at Michigan and Wells streets to the southeast corner of Madison and Franklin streets, Chicago.

They have refitted and refurnished the three lower floors of this corner building, the first floor and basement being used by the Chicago branch for show room, offices and stock room, and on the second floor are the general offices.

This removal to this very central, downtown location was made possible by the fact that the big building on the north side was rendered unnecessary for the "Liquid's" occupancy, by reason of the completion a year ago, of the big million dollar factory at 31st and Kedzie avenue, to which new plant was transferred not only the former factory at Shiller street, but the several manufacturing departments that were carried on in the Wells, Michigan and Illinois St. buildings.

The new location at Madison and Franklin streets is just about three blocks from the new Northwestern depot and the old Union depot; is less than two blocks from the LaSalle hotel, and is in fact in the very heart of the business district of Chicago.

The new offices are fitted out attractively, and brilliantly lighted with the Eye Comfort Indirect system.

"The Liquid" wants us to extend to our readers a cordial invitation to visit them in their new quarters, 241 W. Madison St., Chicago.

TURKISH OLIVE CROP.

The 1911 Turkish olive crop was excellent over the entire district of the Gulf of Mudania-Ghemlik, on the southeastern arm of the Sea of Marmora, which is famous for olives. It is believed that it amounts to 28,283,805 pounds for the district of Mudania and 42,125,707 pounds for the district of Ghemlik and Yeni Bazar, says a consular report from Constantinople. In the latter district the crop would have been still larger, but the fruit was injured by hail and the production was somewhat diminished.

Three-fourths of these olives are picked for eating purposes, and the remainder used for oil. In the whole district of the Gulf of Mudania-Ghemlik the production of oil in the year will amount to between three million four hundred thousand and four million three hundred thousand pounds. Three-fourths of this oil will be consumed in Turkey, and perhaps one-fourth will be exported.

KENT-M'CLAIN AGAIN.

Another very handsome and up-to-date outfit has been installed in Edmonton, Alta., by Kent-McClain (Toronto Show Case Co.) This is Kent & Warren's. It has the rich quarter cut oak finish and includes the "Roman" style all glass marble base as well as the indispensable "Trianon" made only by Kent-McClain.

The Soda Fountain

HOT SODA.

We give a list of formulas gathered from various sources, for some popular beverages :

HOT GINGERADE.

Into a hot soda mug draw one ounce of ginger syrup. Into this squeeze one-quarter of a large lemon or one-half a small one. Fill cup with very hot water and serve with a spoon.

HOT MALTED MILK.

Into a hot soda mug place two heaping teaspoonfuls of malted milk. To this add an ounce of cold water and stir until the malted milk is well dissolved. Add one ounce of vanilla syrup and an ounce of plain cream. Then fill mug with boiling hot water. Top with a teaspoonful of whipped cream and serve with a spoon.

HOT MALTED MILK WITH EGG.

Into a shaker break a fresh egg ; to this add one ounce plain cream, one ounce vanilla syrup, two teaspoonfuls of malted milk. Shake thoroughly. Do not strain. Pour into hot soda mug and fill with boiling hot water. Top with a teaspoonful whipped cream.

ICE CREAM HOT CHOCOLATE SAUCE.

This is a famous winter dainty combining both hot and cold. It sounds strange, but it really makes a most delicious dainty. When you pour the hot chocolate sauce over the ice cream you would think it would melt it and make it soft and mushy, but it does not. As soon as the hot chocolate strikes the cold ice cream it chills the bottom of the chocolate without appreciably melting the cream, so you are able to mix the hot chocolate and the ice cream with a novel and very pleasing effect. The chocolate sauce is kept hot in a chafing dish or on a small gas stove, or in a vacuum bottle. Turn into a silver sundae cup a ten to a quart cone shape disher of ice cream. Over this pour a half ounce of chocolate sauce. Top with a spoonful of whipped cream and serve with a spoon.

TURKISH PUNCH, HOT.

Yolk of egg.....1
Grape juice.....fl.oz. 1
Lemon juice.....fl. oz. ½
Sugar, powder.....spoonfuls 2

Mix thoroughly in an 8-ounce mug, fill the latter with hot water, stir again, top off with whipped cream and sprinkle on some cinnamon.

VANILLA PUFF, HOT.

Vanilla syrup.....fl.oz. 1
Cream.....fl. oz. 1
White of one egg.

Shake well, strain in an 8 ounce mug, fill latter with hot water, and add whipped cream.

ROOT BEER, HOT.

Mix one fluidounce of root beer extract with 7 fluidounces of soda syrup. Use 1½ fluidounces of this syrup to enough hot water to fill an 8-ounce mug. Add a slice of lemon, or a few drops of lemon juice.

EGG LIMEADE.

One ounce limeade, one egg, one teaspoonful of powdered sugar. Mix the egg thoroughly and strain ; add hot water and season with "H. S." flavoring.

HOT SODA TODDY.

Two drams lemon juice, one ounce lemon syrup, one dram aromatic bitters, enough hot water to fill an eight-ounce glass. Sprinkle with nutmeg or cinnamon.

CELERY BOUILLON.

One-half ounce beef extract, one ounce butter, one-half ounce cream, one-half dram essence of celery. Add hot soda, stirring well, and serve salt and pepper.

HOT SODA BITTERS.

Two drams lemon juice, one ounce lemon syrup, one dram aromatic bitters, enough hot water to fill an eight-ounce glass. Sprinkle with nutmeg or cinnamon.

VINEYARD FLIPPE.

Orange syrup.....1½ ounces.
Welch's.....1 ounce.
Egg.....1
Sweet cream.....1 ounce.

HOT CHOCOLATE PASTE.

Satisfaction Dutch Process Cocoa—24 oz.
Hot water—1 pint.

Rub cocoa smooth with water ; add 3 quarts milk and boil again till thick ; strain and put in quart bottles. Use one tablespoonful to cup of hot milk and top with whipped cream.

Serve with wafers.

CLAM BOUILLON.

Use three-quarter ounces "Liquid" or Burnham Clam Bouillon to 7-oz. cup ; draw two-thirds full of hot water ; fill with hot milk ; add a touch of butter ; top off with whipped cream and sprinkle with celery and paprika.

"The Big Contest Is On!"

We are extremely pleased with the success with which our Nobility Contest is meeting. We have received a great number of reports from Drug Clerks all over Canada, and a great amount of interest is displayed by the "Man Behind the Gun" We might again ask the salesman to itemize the various Hot Water Bottles as the sale is governed accordingly, and to be sure and send in their list at the end of each month.

The following is the standing of the first six of those that we have heard from up to the end of January :

1st. J. L. Ricard, Montreal, Que.
2nd. W. E. Armstrong, London, Ont.
3rd. J. A. MacKenzie, Toronto, Ont.
4th. Austin Shand, Simcoe, Ont.
5th. Miss Kate Feast, Brantford, Ont.
6th. C. R. McBride, Hamilton, Ont.

Why is it that the Travellers of the Dixon-Wilson, Limited, start each week with more confidence than many other Travellers?

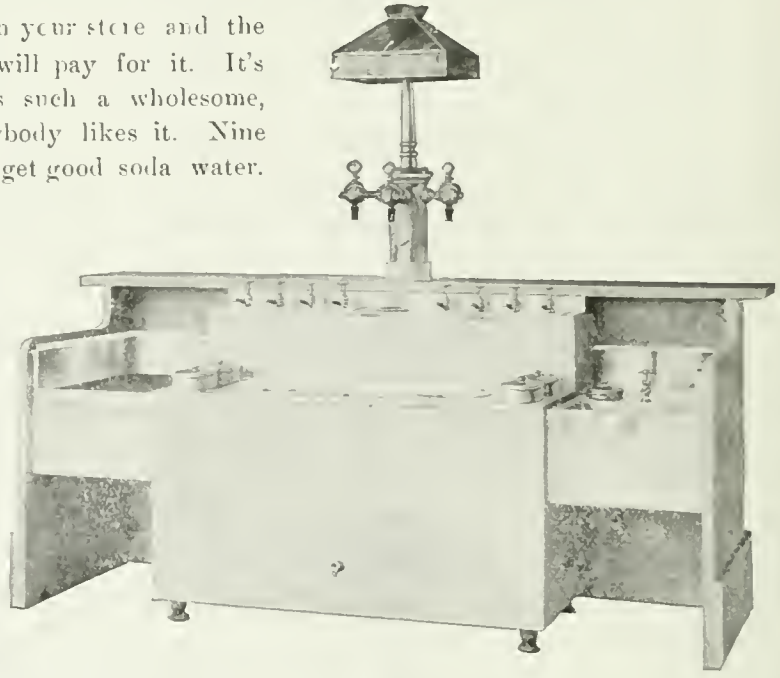
It is because they place entire confidence in the firm's method of doing business, they know whatever they promise will be fulfilled, whatever they guarantee—the firm will stand behind—they know there are no rubber goods on the market can be sold at the prices Dixon-Wilson, Limited, have established, the reason being a very simple one—on account of doing the largest rubber business in Canada, consequently they are prepared to make the largest contracts, and buy their rubber at the lowest price possible—hence the reason that everyone of our travellers are increasing their sales each month.

DIXON-WILSON, LIMITED

66 Spadina Avenue Toronto, Ont.

Make Your Competitor Buy A "Liquid" Soda Fountain For You.

In other words, install a "Liquid" in your store and the business you take from your competitor will pay for it. It's easier than its sounds, for soda water is such a wholesome, delicious, nutritious drink that everybody likes it. Nine people in ten will go out of their way to get good soda water.



Booms Business

Get them coming to your store for Soda Water and you'll find they come for other things, too. There are not enough sick people in your community to depend entirely upon them for your trade. Soda water brings in the people who are healthy and feel more like buying the things you have on display.

And even if they only buy Soda Water you will make an enormous profit. But you know yourself that a customer in the store, is worth a dozen elsewhere. The power of suggestion is a strong factor in effecting a sale, and an attractive display will sell other goods to your soda water trade.

It's Never Too Late for a Liquid

And it's never too early. But the best time to order one is today. Have it installed and in good working order by the time the summer rush begins. Take full advantage of the entire season.

You don't need to even shut down your soda fountain in cold weather either. Everyone who drinks cold water in winter will enjoy cold Soda Water, and for those who don't you can serve hot drinks. In other words, soda water knows no seasons. It's all one grand season of money making. Ask the Gordon Mitchell Drug Company, Ltd., of Winnipeg. They know.

Beware of Mere Promises

It's easy for small builders of soda fountains and carbonators to promise quick delivery, big value, etc. But take care. No other house in the United States or Canada can deliver a soda fountain on such short notice as "The Liquid" can, or give such big values.

We have on hand **right now** a large stock of various sizes and styles of fountains, crated and ready to ship. We have large quantities of parts or "units," such as cooler boxes, draft stands, work boards, syrup enclosures, etc., which enable us to make up special outfits quickly.

Making a promise and **keeping** it are two different things. "The Liquid" does both, but the little fellow with small capital and limited storage capacity finds it next to impossible.

"Liquid" Gives Biggest Value

The enormity of the "Liquid" plant and the great number of fountains and carbonators we build complete from the raw material make it possible for us to produce our apparatus at a much lower cost and give better material, better workmanship, better value in every way.

We can ship you an outfit, duty paid, cheaper than you can buy it from any other house, whether in this country or Canada. And we can ship the day your order is accepted.

Your Fountain is now Ready.

The Liquid Carbonic Company

General Offices and Works: Chicago, U.S.A.
Branches handling Canadian business: New York, Boston, Pittsburg, Detroit, Chicago, and Minneapolis.

The Liquid Carbonic Co'y

(Address Nearest Branch)

Please send without obligation to me information regarding "Liquid Iceless" Soda Fountain about.....feet long.

Name.....

P.O.....Province.....

TOMATO BOUILLON.

Use one-half ounce "Liquid" Tomato Bouillon to 7-oz. cup hot water ; add celery ; a dash of paprika and whipped cream if desiredf

HOT EGG CHOCOLATE.

Shake egg and one-half ounce milk well ; strain off scum of egg ; pour it into 10-oz. glass ; add tablespoonful Diamond Brand Cocoa paste ; fill with hot milk ; top off with whipped cream and serve with wafers.

HOT EGG COFFEE.

Shake egg in one-half ounce of cream ; strain into ten ounce tall glass ; add two lumps sugar ; fill with hot coffee ; top off with whipped cream.

HOT MALTED MILK

One tablespoonful Borden's or Horlick's Malted Milk ; add one teaspoonful whipped cream and one ounce of water ; mix well ; fill cup with hot milk and a spoonful whipped cream. This can be sweetened with vanilla or chocolate if desired.

er or milk. A touch of soda bicarbonate keeps the milk from curdling.

The profit is a little less, but as the drink is much richer the difference will soon be returned by increased sales.

HOT CHOCOLATE SUNDAE.

Pour over a ladleful of plain or nut ice cream, placed on a suitable dish, some hot, rich chocolate syrup ; sprinkle on some chopped nuts and dispense.

HOT CLAM JUICE COCKTAIL.

Clam juice..... ....fl.oz. ½ or 1
Lemon juice..... ....fl.dr. 1 or 2
Hot water enough to fill an 8-oz. mug.
Serve with salt and pepper, and soda crackers.

HOT LIME JUICE.

One-half ounce lime juice ; one ounce lemon or ginger syrup ; hot water to fill ; lime juice with lemon or plain syrup or with sugar and hot water may be dispensed as "Hot Limeade."

LYTLE'S FACTORY.

HOT EGG MALTED MILK.

One egg, one tablespoonful malted milk, one ounce milk ; shake well ; strain into glass and fill with hot milk. Top off with whipped cream. Flavor can be added if desired.

HOT COFFEE.

Can be easily served at the fountain by using a good French drip coffee pot that costs about $1.50 for pint size, or by using one of the standard makes of percolators.

Use one tablespoon of powdered coffee and serve with whipped cream and wafers.

USE OF STEAM TABLE OR DOUBLE BOILER.

A very satisfactory way of serving chicken or tomato bouillon is to use a steam table or double boiler. Use a good soup stock, thinned with wat-

The accompanying illustration gives some idea of the laboratories and factory of the T.A. Lytle Co. Limited, Sterling Road, Toronto, manufacturers of Crushed Fruits, Fountain Syrups and Fountain Requisites.

The business of the T. A. Lytle Co., Limited, has, we are told, in the last year tripled itself, and we congratulate the firm on the success it has attained. On all sides they have been congratulated on the class of goods produced for the fountain trade. This line of business being a most peculiar one to suit the various tastes and fancies, they have the most up-to-date plant in America, and are always pleased to have their numerous customers visit their large establishment. Their fruits are hand-picked, nothing but

the best, for "Sterling" Brand. Using the best the fruit district can supply along with the finest granulated sugar, made by their own particular process, they are enabled to produce the fine flavor of the fresh ripe fruit.

This firm is at all times on experimental work in order to improve (if improvement is possible), so as to produce the highest class of goods.

Through the increased patronage of their numerous friends in the business, who have been pleased to continually repeat and supplement their orders, they have been forced to increase their capacity and expert staff for the benefit of the trade in general. . They also carry a full line of essential oils, colors, flavoring extracts, acid, gums, etc. Write for quotations.

HOT SODA HINTS.

Always serve a drink too hot. A customer will sometimes cool a hot drink until it is barely warm before drinking, but if you serve him a luke-warm drink he will never come back again.

Always serve a couple of crackers with every hot drink. It will make it taste better.

Always serve a dainty paper napkin with a hot drink to wipe the lips after a hot drink, especially where whipped cream is used; it is a necessity.

Use whipped cream on every possible hot drink. It costs but little and makes it classy.

Use a teacup and saucer for hot chocolate and coffee.

Use a tall hot soda mug for all other hot drinks with a small side plate for crackers and napkin.

Have sugar, pepper, salt, celery salt, grated nutmeg and Worcester sauce handy so a customer may season his drink to suit his taste.

Serve a spoon with every hot soda drink. Hot drinks have to be sipped at first.

Never use silver cups for hot soda. They hold the heat and will burn the lips. China will not.

It is well to fill hot soda cup with hot water and throw it out before making a drink. A cold cup chills a drink.

Never serve a straw with a hot drink.

Be sure cup is spotlessly clean before starting to make a hot soda. No dregs must be in the bottom from the last drink.

Introduce some novelty at your hot soda counter every week. It keeps interest awake—yours and the customer's.

Serve sweet crackers with sweet drinks like chocolate and coffee; saltines with the bouillons. They match better that way.

Make your hot drinks so they taste homelike.

Advertise your hot soda.—Liquid Dispenser.

The manufacturer informs us that Wilson's Fly Pads will be more in evidence during 1912 than ever before.

Photography

GETTING THE PHOTO TRADE.

As the season is now well advanced when amateur photographers will be getting their cameras in readiness, the enterprising druggist will see to it not only that his stock of photographic accessories is complete, but also that the fact that he sells such goods is brought and kept prominently before the public during the season when the devotees of photography are most active.

A considerable demand can be developed for this line of goods without much trouble, and as the profits are generally adequate, druggists should cater at once for this business, than which no other is more in keeping with their stock in trade.

A window display with a few cameras and other supplies, together with a good lettered sign calling attention to the fact that these goods are kept in stock; and also, if the druggist is in a position to do so, to advertise developing and printing done on the premises, will pay you. We know of no side-line which affords such a nice clean business as that of photographic supplies, and besides the profit from it it is an educational line which should be developed in order to get a thorough enjoyment out of it, both as a business venture and as means of recreation.

NEW FLASHLIGHT POWDER (SMOKELESS).

According to a foreign patent (Merck's Rep.) a mixture of magnesium (or aluminum) with thorium chromate (or tungstate) forms an unalterable flash light powder, which burns with great speed and develops an intense light, yet is almost smokeless. It is stated that while the powder is very easily set off, yet it is perfectly safe against explosion by shaking or friction. The following is for ordinary flash-light:

Magnesium Powder..... .... 30 pts.
Thorium Chromate..... .... 70 pts.

The following is for use as a time-light:

Magnesium Powder..... ... . 1 part.
Thorium Tungstate..... .... 2 parts.

The proportion of magnesium may be varied according to the length of time the powder is to burn.

ECONOMICAL AND STRONG PHOTOGRAPHIC PASTE THAT KEEPS WELL.

The Pharmaceutical Journal quotes the following from the Amateur Photographer and Photographic News:

A very adhesive and cheap paste for mounting photographic prints without cockling, and one which keeps in good condition for an indefinite

"AGFA" products are particularly adapted to meet every requirement and have the certainty of quality and purity.

"Agfa" Rodinal

is the most convenient form of any developer.

For Sale at All Photographic Dealers.

Canadian Agents:

HUPFELD, LUEDECKING & CO

1 and 3 St. Helen Street Montreal

SPONGES

We are headquarters for Sponges in Canada. Large up-to-date bleachery the only one in this country expert bleachers, etc.

Special value this month in Mediterranean Sponges—Silk Toilets, Mandrukas, Honeycomb, Silk Shoe Sponges, Elephant's Ear, etc., etc., etc.

SHAW & EVANS, Montreal

Specially Suitable for the Canadian Climate

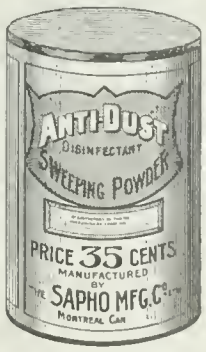
BEETHAM'S

La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Frost, Cold Winds and Hard Water, and prevents Roughness, Redness, Irritation, Chaps, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. It Will Keep the Skin in a Perfect condition during the coldest winter

It is a Perfect Protection to the Skin during All Winter Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England
(Through Any of the Wholesale Houses)



ANTI-DUST

is the bane of all other sweeping compounds. None are "just as good," nor can it be imitated, because the formula is a puzzle. You should get a trial tin and try it in your own store. The results produced will prove conclusively that you can handle it successfully.

DEODORIZES AND DISINFECTS

at the same time A clear sweet smell around the store pleases customers. To produce it use Anti-Dust.

We Have Other Genuine Specialties

THE SAPHO MFG. CO., Limited, MONTREAL

Phone East 3179

SAL HEPATICA

REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
Large	" "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-281 Greene Ave.
Brooklyn New York

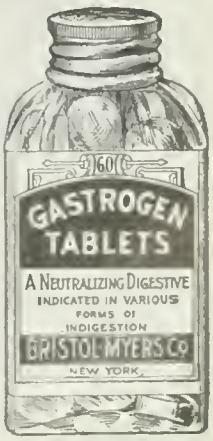
Canadian Agents
LYMANS, LIMITED, Montreal
THE LYMAN BROS. & CO., Limited, Toront

GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

Through Jobbers



BRISTOL-MYERS CO.
277-281 GREENE AVE.
BROOKLYN - NEW YORK

CANADIAN AGENTS
LYMANS, LIMITED, Montreal

Patterson's TORONTO Candy

SPECIAL LINES

which should be in every high-class drug store.

"Theatre Chocolates"

"Private Stock" Chocolates

"Chocolates Imperators"

"Chocolates Deliciosos"

(In One-Half and One Pound Packages)

"A Matter of Good Taste"

Write us for terms and proposition if we are not represented in your locality.

THE PATTERSON CANDY CO. = = = TORONTO

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited

TORONTO, CANADA

HORLICK'S MALTED MILK

HOT OR COLD

one of the most popular drinks at the Soda Fountain.

HORLICK made it so.

The past summer has again demonstrated the value of this "food-drink for all ages" as a most popular fountain beverage. The season for hot drink is now at hand. That you may be prepared to serve your customers with Horlick's Malted Milk, we will be pleased to furnish you with attractive advertising material, etc., all charges prepaid, together with instructions for preparing delicious, "come again" Malted Milk drinks.

Horlick's Malted Milk Co.

RACINE, WISCONSIN.

GILMOUR BROS. & CO.

Sole Agents for Canada

25 St. Peter St. Montreal, P.Q.

period, is made as follows : One pound of the best white dextrin is mixed, a little at a time,with cold water until a smooth cream-like paste is made. About a drachm of oil of cloves, oil of cinnamon, or oil of wintergreen is stirred into the paste, and the quantity made up to 10 ounces with cold water. The mixture is then placed in a clean enamel saucepan, and gently boiled until quite clear. It should then be placed into a wide-mouthed jar, covered up, and allowed to set in a cool place. It sets into a firm white paste of the consistence of butter. A very little of this can be spread on the back of a print with the finger-tip or a stiff brush. The best white dextrin must be used. Inferior dextrin makes a brown, treacly paste that is not nearly so good. The paste described above is excellent for mounting prints and multi-mounts by the corners or top edges only.

DEVELOPMENT WITH HYDROQUINONE.

The chemical actions involved in development are generally complicated, and the oxidation products of the organic developers are especially obscure. One of the simplest of the organic developers is, of course, hydroquinone, which is oxidized to quinone by silver bromide. Using the ordinary nomenclature, the reaction will be

$$C_6H_4(OH)_2 + 2AgBr + 2NaOH \rightarrow C_6H_4O_2 + 2Ag + 2NaBr + 2H_2O,$$

one molecule of hydroquinone producing two atoms of silver. It has been shown that this reaction is reversible, quinone and soluble bromide having the power to oxidize a silver image to silver bromide. So that quinone and a soluble bromide will act as a photographic reducer (of density), as has been recently pointed out by MM. Lumiere and Seyewetz. But the simple equation given above does not by any means express the whole of the reactions taking place in a hydroquinone developer containing alkali and sulphate. Quinone reacts with sulphite, oxidising it to dithionate and being reduced by hydroquinone thus :

$$Na_2SO_3 + C_6H_4O_2 + 2H_2O = Na_2S_2O_6 + 2NaOH + C_6H_4(OH)_2.$$

Moreover, the addition of an alkali to quinone reduces some of it to hydroquinone, apparently being oxidised to peroxide, since the ether extract gives the characteristic blue color with acid bichromates. So that both the sulphite and the alkali regenerate the reducing agent from its oxidation product, and the development reaction becomes far more complicated than would at first appear.—Knowledge, (Phar. Jl.)

Volume and profit are not always proportionate.

There is a lot of high-brow hypocrisy about the vulgarity of commercialism. It is the haw-haw !

Formulary

LANOLIN MILK.

Either of the following formulas will furnish a satisfactory toilet preparation of this class :

1.—Borax	2½	dr.
Soap, white castile	5	dr.
Cocoanut oil	1	av.oz.
Wool fat, hydrous	2½	av.oz.
Water	2½	fl.oz.
Rose water	26	fl.oz.
Oil of neroli	10	drops.
Oil of bergamot	10	drops.
Oil of rose	5	drops.
Oil of wintergreen	1	drop.
Oil of orris, liquid	1	drop.

Triturate the borax and soap, both in powder form, with the cocoanut oil, fat and water until well mixed, then incorporate the rose water, previously warming to about 40 degrees C., gradually adding, continuing the trituration, and finally add the volatile oils.

2.—White castile soap, powder	22	gr.
Lanolin	1	av. oz.
Tincture of benzoin	1½	fl.dr.
Distilled water, to make	16	fl.oz.

Dissolve the soap in 2 fluidounces of warm water, also rub the lanolin with 2 fluidounces of water until well mixed, then incorporate the two with each other, adding the remainder of the water, finally incorporating the tincture. The latter may be replaced by 90 gr. of powdered borax.

COSMETIC FOR ROUGH AND RED HANDS.

1.—Lanolin	1000	parts
Liquid paraffin	250	parts
Vanillin	1	part
Ottar of rose	q.s.	to perfume
2.—Starch	36	parts
Glycerin, saturated with borax	36	parts
Glycerin	140	parts
Water	116	parts
Benzoic acid	4	parts

Add the saturated glycerin solution of borax to the glycerin and mix with the water. Add the benzoic acid and starch and heat on the water bath with constant agitation until a clear, homogeneous fluid is obtained. Remove from the bath, cool down slightly and perfume as desired, using ionone for violet, jasmine, etc.

WITCH-HAZEL TOILET CREAM.

Quince seed	1¼	lb.
Boiling water	sufficient.	

make into

Mucilage	2½	gal.

Add a little at a time, thoroughly shaking after each addition.

Distilled Ext. Witch-Hazel, ...10 pints
then add :
Borax..... .... 5 oz.
Glycerin..... .... 5 lb.
dissolve with the aid of h at, and add :
Oil of Neroli..... ... .15 min.
Oil of Rose Geranium .....50 min
Oil Bergamot..... ....24 min.
Essential Oil Almond..... ..... 5 min.
Menthol..... ....25 grn.
Ext. White Rose..... .... 1 fl.oz.
Alcohol..... .... 5 pints.
Mix thoroughly, shake and strain.

EGG SHAMPOO LIQUIDS.

G. Boos, Pennsylvania, says either of the following will be found to answer admirably :
mirably :
Yolk of 4 eggs.
Spirit of soap, N.F. ... . 3½ fl.oz.
Ammonia water..... .... 3 fl.dr.
Oil of lemon..... ....45 m.
Oil of rose geranium..... ....15 m.
Water..... ....27 fl.oz.

Beat the egg-yolk, mix thoroughly with the other ingredients by agitation, and strain.

Fresh eggs..... 3
Spirit of soap, N.F..... ..... 1½ fl.oz.
Potassium carbonate..... ..... 2½ dr.
Ammonia water..... .... 3 fl.dr.
Oil of rose..... .... 2 drops.
Oil of bergamot..... .... 2 drops.
Oil of rose geranium..... ..... 1 drop.
Oil of bitter almond..... ..... 1 drop.
Rose water..... ....27 fl.oz.

Thoroughly beat the eggs, dilute with the rose water, add the other ingredients, mix intimately by agitation and strain.

SHAMPOO PASTE.

Cocoanut oil..... ....16 av.oz.
Potassium hydrate..... .... 2 av.oz.
Potassium carbonate..... .... 1 av.oz.
Oil of rose geranium..... ....10 drops.
Oil of bergamot..... ....30 drops.
Distilled water..... ....sufficient.

Melt the cocoanut oil in a porcelain or enameled-iron dish, dissolve the caustic potash in 8 fluidounces of distilled water and add gradually and with constant stirring to the hot oil, continuing the heat and stirring until saponification is complete. Discontinue the heat, to the warm soap add the potassium carbonate dissolved in 4 fluidounces of water, stir or beat until the paste is uniformly smooth and firmly incorporate the

VIOLET SKIN CREAM.

Tragacanth..... .... 1 drams
Benzoic acid..... .. .. 1 dram
Sodium borate..... .... 1 dram
Water..... .... 1 ounces
Orange flower water..... .... 1 ounces
Glycerin..... .... 8 ounces
Oil of orris..... ....20 minims
Extract of jasmine..... ..... 4 drams

Put the tragacanth in a wide-mouthed bottle and add the water, leaving it standing for several days ; dissolve the acid and the borate in a mixture of glycerin and orange flower water, and add this to the tragacanth mixture ; shake occasionally for several days, squeeze through flannel, stir in the oil and extract, and put into tubes or jars, adding more water if necessary.

ARTIFICIAL SEA SALT.

Sea salt..... .... 8 kilograms
Sodium sulphate..... ....3,500 grams
Calcium chloride..... .... 700 grams
Magnesium chloride..... .....2,950 grams
For a bath of 300 litres.

TALCUM POWDERS.

Borated Talcum Powder..... .....

1.—Talcum..... ....14 ounces av.
Boric acid..... .... 2 ounces av.
Oil of rose geranium..... ..... 2 fluidrachms.

The talc and boric acid should be in the finest possible powder, and should be passed through a fine sieve.

Violet Talc.

2.—Powdered talc..... ....14 ounces.
Powdered orris root..... ..... 2 ounces.
Extract of cassia..... .... ½ ounce.
Extract of jasmine..... .... ¼ ounce.

NAIL POLISHING POWDERS.

A powder for giving the finger nails a high polish may be made according to one of the following formulas :

1.—Precipitated silica... .... 1 ounce
Magnesia, heavy..... .... ½ ounce
Oil of ylang-ylang..... .... 1 drop
Tint with a solution of carmine.

2.—Precipitated silica..... .... 1 ounce
Prepared chalk..... .... ½ ounce
Stannic oxide..... .... ½ ounce
Otto of rose..... .... 1 drop
Tint with a solution of carmine.

3.—Precipitated silica..... .... 1 ounce
Tin oleate..... .... ½ ounce
Essence of cologne..... .....@ 2 drops
Tint as above.

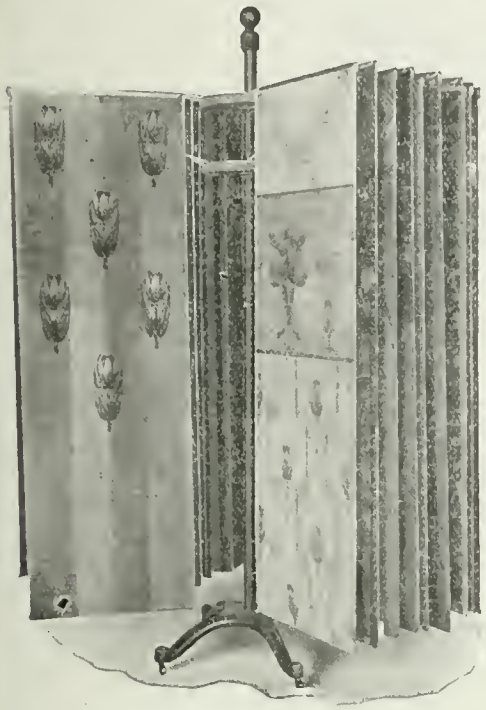
To make a nail varnish, proceed as follows :
Hard paraffin..... ....10 grains
Otto of rose..... .... 1 drop
Petroleum ether, to make ..... 1 ounce
Alkannin, sufficient to give a rose tint.

This is to be painted on the nails with a camel's hair brush, and is followed by polishing with a silk handkerchief.

SKIN COLOR POWDER (ONNA.)

Rice Starch..... .... 10 grams
Zinc Oxide..... .... 25 grams
Magnesium Carbonate..... ..... 20 grams
Calcium Carbonate (light) ..... 15 grams
Eosine solution (1 per cent.) .... 10 grams

Our Business is to Increase Your Business



The Lansing Triumph Fixture
200 samples displayed for $20.00

WE BUILD FIXTURES THAT WILL PAY YOU BIGGER PROFITS than merchandise you have in your store.

We have actual records that prove that an investment of $20.00 in one of our Cabinets made an actual profit of more than $40.00, or more than 200

We build more than 100 different styles, for Books, Stationery, Magazines, Newspapers, Post Cards.

Our new Wall Paper Fixture, THE LANSING TRIUMPH Fixture, is the greatest money-maker and labor-saving device known.

200 samples displayed for $20.00
300 " " " 28.00

Shows either single or double width papers.

—Write for our Catalogues—

The
Gier & Dail Mfg. Co.
215 Grand St., Lansing, Mich.

The Lansing Carry-All Cabinet
Each Pocket holds 25 Magazines, fed forward by an automatic arm.

OPTICAL EDUCATION, BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE - - OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE
has been such a success that we would like you to know what those who have taken it have to say Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**

COURSE IN OPTICS

LYMAN'S
VIOLET PERFUMED
SEA SALT
for the Bath

DIRECTIONS

DISSOLVE IN THE BATH ABOUT FOUR TABLESPOONFULS OR AS MUCH MORE AS DESIRED. THE USE OF THIS PERFUMED BATH SALT WILL BE FOUND MOST INVIGORATING. REFRESHING, HEALTH-GIVING AND FRAGRANT.

THE LYMAN BROS & CO LIMITED
WHOLESALE DRUGGISTS
TORONTO

PRICE--(1 lb. Bottles)--$3.25 doz.; 3 doz. lots, $3.00 doz.

St. Patrick's Day Post Cards

We can look after your hurry orders in St. Patrick Post Cards from 60c to $2.50 per 100.

Easter Post Cards

Easter Post Cards 30c to $12.50 per 100. Easter Booklets $1.50 to $15.00 per 100.

Xmas Post Cards, Booklets,

Etc., Etc.

Our salesmen are starting out now with Xmas lines, and they visit every town in Canada of 800 population or over. Do not buy until you see the line.

Pugh Specialty Co., Limited.

Canada's Largest Picture Post Card House

Toronto, Canada.

The Dewsbury Ice Cream Freezer and Ice Crusher

NO PULLEYS OR BELTS

These machines are built unusually substantial. They are in 20 and 40 quart sizes. The 40 quart runs fast and slow on A.C.

Write to-day for Circular

R. A. DEWSBURY
220 N. Morgan St. CHICAGO

Trade Notes

ALBERTA.

Dr. Anderson has opened a new drug store at Millett, Alta.

Mr. Summers has purchased the drug business of Dr. Hammond, of Tofield, Alta.

J. D. Higginbotham & Co., Ltd., are opening a drug store at Bow Island, Alta.

Couillard & Besset, druggists at Vegreville, Alta., have dissolved partnership, Dr. Couillard retaining the business under the name of the Red Cross Pharmacy.

BRITISH COLUMBIA.

Brown & Dawson have opened a new drug store on corner of Cedar St. and 4th ave., Vancouver, B.C.

E. S. Knowlton has moved into his new and handsome drug store, 15 Hastings St. E., Vancouver, B. C.

MANITOBA.

G. W. Harrison has taken over the drug business of the late Mr. A.E. Kelly, Cypress River, Man.

The Gordon Mitchell Drug Company, Ltd., of Winnipeg, Man., has made application to increase their capital stock from $150,000 to $400,000.

NEW BRUNSWICK.

S. L. T. Clifford, druggist, of Dalhousie, N. B., has made an assignment.

ONTARIO.

V. E. Keeley, druggist at Cobalt, Ont., has sold his business.

The Tod Drug & Chemical Co., Ltd., of Toronto, have made an assignment.

R. L. Wilson has taken over the drug business of J. T. Stocks, Port Arthur, Ont.

H. Sargent has purchased the drug business of Mr. McLeod, and will run it as a branch store in Kingston, Ont.

M. J. Neville has purchased the Robert's drug store in Francis Block, Victoria ave., Fort William, Ont. Mr. Neville will retain his Simpson St. business also, and the new store will be known as Neville Bros.

QUEBEC.

Pharmacie St. Catherine, have registered as doing business at Montreal.

The firm of Reynolds & Christie, druggists, have registered as doing business at Montreal, Quebec.

W. H. Griffiths, druggists, at Sherbrooke, Que., suffered a loss by fire recently.

SASKATCHEWAN.

W. F. Rea has started a drug business at Leslie, Sask.

J. W. Gage has disposed of his drug business at Viscount, Sask.

S. J. Johannesson, druggist, of Leslie, Sask., has removed to Wynyard, Sask.

W. C. Gordon has purchased the drug business of W.H. Hunter, Qu'Appelle, Sask.

T. J. Hayward has purchased the drug business of T. W. Hutcheson, Webb, Sask.

F. J. Williams is advertising his drug and stationery business for sale at Margo, Sask.

Marshall & McBean have purchased the drug business of J. S. Brown, Sutherland, Sask.

J. A. Stewart has opened his store in Prince Albert, Sask., under the management of E. C. Logan.

A correspondent informs us that there is a good opening for a doctor at Cowley, Alberta, and also at Botha, Alta., there being no M.D. at either place.

UNLICENSED OPTICIANS.

On January 26th, Mr. M. Micklenburg was fined $25 and costs in Lloydminster, Sask., for selling glasses without a license contrary to the act in force in that province.

NEWFOUNDLAND NOTES.

A factory for the manufacture of rubber goods is to be established in St. John's, Nfld., by Mr. Henry Brownrigg, according to the Trade Review. The machinery is to be purchased in the United States, and all the necessary capital, we understand, is in sight.

The oldest Drug Store in St. John's is that which goes under the name of Thomas McMurdo & Co., the present proprietor of which is Mr. Thomas McNeill, a grandson of the original proprietor. The store, although the oldest in the city, is not by any means behind the times in regards to appearance and appointments for business, in fact it is one of the handsomest of stores and up-to-date in every particular. The soda fountain trade is also a large and lucrative one. There are also two branch stores in connection with the parent house, one on Westwater St., and the other on Rawlins Cross, both in charge of old employees of the house.

Messrs. Reid Bros., of the well known firm Reid Newfoundland Co., who are large railway owners in the colony, have undertaken to give $100,000 for the building of hospitals, which for the most

part are for the care of those suffering from tuberculosis. The major part of this will be spent on a building in or near St. Johns, the balance on "cottage" hospitals to be situated in every district in the country. These "cottages" cost about $3,000 each.

OBITUARY.

MAJOR JOHN ROGERS.

The many friends of Mr. John Rogers, manager of the Abbey Effervescent Salt Co., were greatly shocked to hear of his tragic death which occurred on Tuesday, February 13th, being burned to death in a fire which took place in the building in which the offices of the company were situated.

Mr. Rogers was born in Montreal December 2, 1839, and consequently was in his seventy-third year. He commenced his pharmaceutical experience as an apprentice with the old firm of Lyman Savage & Co., and was later with Evans, Mercer & Co., and with their successors, Evans, Sons & Mason, being with the latter firm some thirty-three years. In 1903 he was appointed manager of the Abbey Effervescent Salt Co. Mr. Rogers took an active part in militia affairs, he commanded No. 1 To. Prince of Wales Rifles at the time of the Fenian Raid in 1866, and also of the same Company in 1870.! He retired from that Regiment with the rank of Major.

He married in 1896 Miss Florence Nightingale, daughter of Mr. R. N. Hawkins, Chatham, and leaves two sons. He was an enthusiastic lover of sport and a prominent cricketer. He also took an active part in church matters, having been rector's warden of the Church of the Advent (Anglican) for some time.

Mr. Rogers was universally beloved, and his many friends throughout Canada will feel deeply his loss and especially the tragic manner of his demise.

E. E. LIGHTCAP.

Mr. Elmer Everett Lightcap, for some time Secretary-Treasurer of the Martin, Bole & Wynne Co., Winnipeg, Man., died at his home in Rialto, California, where he had been for some time in the hope of recuperating. Mr. Lightcap had been ailing for some time from Bright's disease.

He was in his forty-first year, born in Hazelgree, Wis., and went to Winnipeg in 1882. After graduating from the Manitoba College of Pharmacy he entered the drug business of the W. J. Mitchell Co. He is survived by his wife and three children, and as well by his father and mother, two brothers and two sisters. Mr. Lightcap was an energetic business man, and his death will be sincerely regretted by his friends in Manitoba. Mr. Lightcap for some time was a regular correspondent of the "Canadian Druggist."

HALIFAX COUNTY DRUGGIST'S ASSOC'N.

The Halifax County Retail Druggists held their annual meeting Monday, January 29th, and re-elected A. A. Thompson President, and Janes Walsh, Secretary-Treasurer for the year 1912.

February 1st was ushered in by having their Mid-winter sleigh drive and dinner, which was held at Bowser's hotel, about ten miles outside the city. The outing was a decided success. In addition to the members of the Retail Association of Halifax, there were as invited guests ; the students of the Nova Scotia College of Pharmacy, also Messrs. Carten, of the National ; Kelly, of Dixon-Wilson, Ltd., and Maitland, of Palmer & Son. As all the business had been conducted early in the week, shop talk was tabooed. After enjoying an excellent meal, the toast list was confined to the King, and "our next merry meeting." Speech making not being on the menu, after a pleasant evening and the return drive, the night being ideal, every one went home with the best of good feeling.

THEIR FOURTH STORE.

Gillespie & Co., Fort William, Ont., have opened their fourth drug store in that enterprising city. Some few years ago, Mr. W. H. Gillespie, in company with his brother, J.R., took over the two drug stores of Spence & Co., and have continued them in addition to the original business. Now they have opened an additional store on Simpson and Bethune Sts., under the management of Mr. Frank Spence. This store, they claim, is the largest in Western Canada, having capacity of 70 by 25 feet ; is fitted up with solid mahogany, and is thoroughly up-to-date in all its appointments. An analytical laboratory has been added at the rear of the main store, and this is under the control of Mr. W.E. Warriner, formerly of Detroit, where it is the intention of the firm to conduct analysis work in all its departments.

We congratulate Messrs. Gillespie & Co. on their enterprise, and wish them every success.

BOOK YOUR ORDERS NOW.

In order to avoid delay later in the season, the E. G. West & Company have sent out advices strongly urging booking at once their famous "Royal Crest Lime Juice" and Effervescent Citrate of Magnesia."

Don't judge a man's pocketbook by what he orders at the lunch counter. The man with money is the only one who isn't afraid to order just as little as he wants to eat.

Read This Letter

And see how Money is made Today thru Your Show Windows

ONKEN INTERCHANGEABLE WOOD WINDOW FIXTURE YOUNITS By Using ONKEN INTERCHANGEABLE WOOD WINDOW FIXTURE YOUNITS

A. H. SETRON

N. W. Corner Market Street and Court Square
PARKERSBURG, W. VA., Dec. 26, 1911

The Oscar Onken Co.,
Cincinnati, Ohio.

Gentlemen :—

I take great pleasure in sending you herewith my check to cover invoice for set of ONKEN YOUNITS shipped Nov. 27th last.

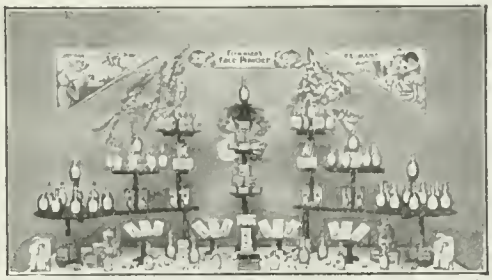
I feel that every dollar I am sending you has made me $10.00 profit during my Christmas trade.

Our Christmas trade this year was beyond my expectation and I attribute a great deal of it to the fine window displays made with your fixtures.

Wishing you a prosperous New Year, I remain,

Yours respectfully,

A. H. SETRON.



Copyright, 1911 Patented, 1911

This 10 ft. window trim was made with set No. 5 and only 68 YOUNITS of the 140 in the set were used, leaving 72 YOUNITS for making other trims and individual fixtures.

(Patented 1911 in Canada, England and the United States)

Copyright, 1911 Patented, 1911

THE FULL SET

The above illustration shows entire set of No. 5 DRUG YOUNITS, comprising 140 YOUNITS to the set. There are 18 display slabs made of well-seasoned lumber. 10 of the slabs are fitted with tilting metal adjustments on back for holding them in different positions. The remaining 122 YOUNITS consist of Base Blocks, Uprights, Cross Arms, and Extension YOUNITS, in assorted lengths and sizes which will enable you to make hundreds and hundreds of Window Trims and as many odd and standard fixtures.

——YOU NEVER NEED A TOOL——

Don't Forget Your Easter Window Trims They Alone Will Pay the Cost of a Set

Both my Drug Sets can be had in either weathered, golden or antique oak, all in a soft mellow waxed finish.

Each set is put up in a HARDWOOD HINGED LID STORAGE CHEST (oiled finish). A beautiful Book of Designs full of original window trims made with each set; sent free with each set sold.

Shipments made immediately.

Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the southern Canadian Border.

My Two Sets :

Set No. 5. 140 YOUNITS.
Large enough for two windows and inside store use.... ..... **$35.00**

Set No. 5½. 88 YOUNITS.
Large enough for one window **$21.00**

Shipments made at once.

For Easter Window Trimming

THE OSCAR ONKEN CO.

Established 32 years

736 Fourth Ave.,
Cincinnati,
Ohio,
U.S.A.

Order through your JOBBER or DIRECT

The Oscar Onken Co., 736 Fourth Ave., Cincinnati, Ohio.
Send me your Window Fixture Booklet .....
Firm .....
City ..... Business .....

The Drysdale Co. Inc.

Chicago New York

Offer to the Canadian Trade through

The Sutcliffe Co.

Toronto

A select line of

Photogravure; Post Cards, 7 x 9 Ideal Heads, Mottoes, Scenery, Etc.

Plain Photogravure and Hand Colored

Hand Colored Envelope Sockets, Christmas Folders—dainty and unique, and reasonably priced.

A sample assortment will be submitted on approval at trade prices to merchants addressing us on their printed stationery.

Stationery Assortments

FOR DRUGGIGTS

Are Our Specialty.

McFARLANE, SON & HODGSON, Limited

Wholesale Stationers

14 St. Alexander St. MONTREAL.

View Post Cards

printed after your own potos by the Graphic Art Works

Markert & Sohn, Dresden-A.

Our Specialities are:

Platintype, Double-Collotype, Double-Tone, Colored Collotype, Handtinted. Albums and Booklets.

Wholesalers and Publishers please apply for free samples and prices.

NEW "EVERYDAY" GOODS

— FOR —

The Drug and Stationery Trade

Novel "Qualities" new conceptions in "Ideas."

PRECISELY

"Things Different" in "Likely Things"

Thats the keynote of the **SUTCLIFFE** items always.

They don't go cold over night—Never hear people speak regretfully after buying the Sutcliffe line—Pretty next to impossible—its hard to Beat the **BEST.** Then why not have the best—Buy the Best or leave yourself open to buy the Best—Easy enough to get in touch, a postal does it—Nothing out of your pocket, samples go prepaid, samples come back collect if they're nicer goods than your better trade appreciates.—Listen—did you ever know your trade to turn down valuable lines, when they cost no more than "truck lines" usually cost—No dead numbers on your racks when you buy **Sutcliffe's** Lines.—They gather no rust or disgust by their appearance or their intelligence.

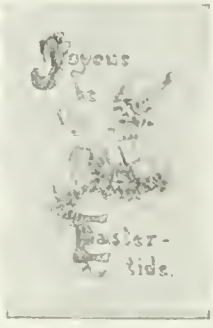
Up and Up

Wouldn't your racks present a more wistful appearance, and reap more profit if they were filled with Artistic Sense appealing cards of the Sutcliffe Variety.

What about an open order for $25.00 to $50.00 of Post Cards, subject to return any or all series that do not meet with your approval, prepaid going. No cost to you for returning. Our confidence in the cards prompts this liberality.

A general assortment of Everyday Cards of merit will be sent including, Birthday, Birth Announcement, Message, Art Motto, Hand Colored, Scenic, Heads, Dutchies, Etc.

Season Cards included on request, likewise Penny cards, state to what value.



Easter Cards, 8 good series, 25¢ in an envelope, assorted, 5 kinds to a Series. Beautifully Hand Colored at $3.00 or plain at $1.50.

The SUTCLIFFE Co.

"Things Different" in "Likely Things."

77 YORK ST. · TORONTO.

Fancy Goods and Stationery

Very few indeed is the number of drug stores that do not include in their stock a supply of stationery. In some cases it may be only some high class paperteries and a few other lines of a similar character, while in others the "stationery" stock quite outvies the drug stock proper. No doubt it depends on the individual taste of the druggist himself, as well as his view of this line, as a business bringer and a money maker; but it also depends to a large extent on the class of customers and the locality in which the store is situated.

The sale of stationery is one that can be easily worked up by any one taking an interest in it. It is a nice, clean stock to handle, affords a good profit and very little, if any, unsaleable stock, when properly looked after. Including as it does so many lines suitable for the office and the home it appeals to all classes of customers, and the druggist who neglects such an opportunity to exploit such a "side line" as this certainly stands in his own light and does not take advantage of a line which has proved to be one of the best accessories to the drug business.

As an indication of the amount of business done by druggists in the way of stationery, stationers' supplies, etc., one has only to look at the advertising pages of this journal to see the announcements of leading stationery houses in Canada who recognize fully the value of the drug store as a depository for their line of goods. We would call special attention at this time to the advertisements, as well as those in kindred lines, such as pictorial post cards, etc., these being all of seasonable goods, and well adapted to a prominent place in the drug store.

PRICE CARDS TALK.

Price tickets are worth their weight in gold.

This may at first seem like a rash statement, says "Brains," but when we consider the many important services performed by those little cards with the figures marked on them we will realize that the price ticket has never received its due.

It answers the first and most important question, the buying public asks, "How much does it cost?"

The price card shuts out of the store those who cannot afford to buy. Those knowing the article and the price, and with their minds practically made up, are easily made customers.

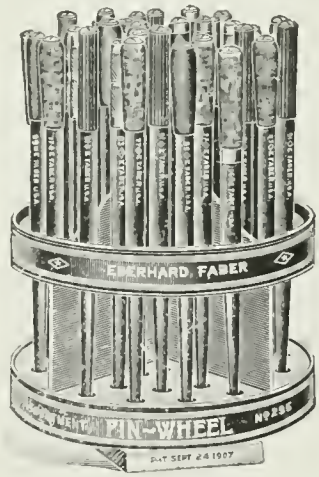
The price card saves the time of salesmen and clerks by making it unnecessary for them to answer hundred of questions regarding goods and values.

It saves merchandise from being pawed over and examined by crowds of people, who, in learning the price of the goods, could only admit that it is out of reach and walk away.

Modern business methods have seen no more startling reversal of principles than in the use of price tickets. To-day they are seen on every side. They are conspicuously displayed in show windows and on interior exhibits of goods. And yet it is not many years since the price of an article was a profound secret that was to be kept from the public as long as possible.

PINWHEEL PENHOLDER ASSORTMENT.

The Pinwheel Penholder Assortment No. 295X, which we illustrate, displays in an effective way 3 dozen assorted five cent penholders with cork, rubber and assorted grips.



The revolving rack attracts attention and helps to sell the goods. The price is another attractive feature. Write Bantin, Gillies & Company Limited, Hamilton, for particulars.

CHRISTMAS GOODS.

This heading perhaps appears a little odd, as we have just got over Xmas trade and have relegated somewhat to the background any stock which may have been left over; but it is Xmas, 1912 we have to deal with when we call attention to the announcement of Warwick Bros. & Rutter in this issue, who are now taking orders for import for lines for the holiday trade. This firm is particularly noted for its splendid array of goods and this year promises to be quite up to, if not ahead of any previous displays.

Import Opening FOR CHRISTMAS

CONSIDER what this means to us. For many months our buyers and commissioners have been busy in all markets, personally selecting the newest, best values, and most suitable goods for the Canadian trade.

Never before in our thirty-four years' experience have they shown so much zeal--- never before have we felt so confident of eclipsing all previous Import Seasons.

Are you aware of the fact that all goods sold from stock must necessarily pay for losses on unsaleable lines? You eliminate this by buying Import.

Avoid possible delay by making an appointment.

Season

11th March

HOLIDAY GIFTS

CONSIDER what this means to you. This is the buying event of the year, and in justice to your businsss you cannot afford to pass up the opportunity.

Apply the old adage, "Do your shopping early." It is just as advantageous to you as to your customers, and now is the time. Novelties in over-flowing ranges, representing the brains, artistic taste and ingenuity of the civilized world, never before equalled.

You are cordially invited to visit our warerooms, or see the samples displayed by our representatives, who cover the Dominion from Coast to Coast.

Warwick Bros. & Rutter, Limited
Dealers in Art Novelties
TORONTO

Optical

We submit for the benefit of our readers who are druggist-opticians, the examination papers set by the Council of Optometry for Saskatchewan at the recent examinations. In addition to these questions, the candidates were obliged to pass an actual test on a patient's eyes.

THEORETICAL OPTICS.

Examiner—A. G. Orchard.

1. Define "Optics," "Light," "Sources of Illumination" as considered from an optical standpoint.

State how we receive our impressions of color.

2. What is meant by a ray of light? Define Incident, Emergent, Reflected, Refracted, Parallel, Convergent and Divergent Rays, Beam of Light and Pencil of Light.

3. What is a Focus? Define Positive or Real Focus, Negative or Virtual Focus, Principal Focus. Use diagrams in illustrating same.

4. Define "Conjugate Foci," give rule of locating same for any given Convex Lens. In what system of Optometry is this principle made use of? In what condition of the refraction of the eye do we find a condition that illustrates it?

5. What is a lens? How many kinds of lenses are there? What is meant by the Axis of a lens? What is meant by the Nodal Points of a lens, and how many are there?

6. What is a Prism, and how does it affect rays of light passing through it? Give rule for ascertaining the strength of a prism, state their uses, and give rule for obtaining definite prismatic effect by decentering Spherical Lenses.

7. Show by diagram the course of parallel rays of light in passing through the following lenses placed 50 c.m. apart, viz.,—plus 1.D minus 2.D and plus 2.D.

Show by diagram the difference in the amount of refraction a ray of light suffers in passing through a layer each of water, crown glass and flint glass, or, give the relative density of these three.

8. If on looking through a cylindrical lens at vertical line you found the line displaced in the direction of one and seven on the clock face, on which side of the displaced line would the axis of the cylinder be found.

What appearance would be presented on a screen in focussing rays of light through a convex sphero-cylindrical lens, and how would you determine which component of the lens was the stronger.

9. Describe the principle and construction of the Ophthalmometer, explain method of use, and state whether or not you would prescribe lenses on its findings, giving reasons.

10. Give the principles and details of the Chromo-aberration test, and suggest a reason why it is not more frequently used by Optometrists.

PRACTICAL OPTICS.

Examiner—Chas. McDonald.

1. (a) What are the different methods of enumerating lenses, describe method fully?
   (b) Explain the meaning of the term decentration, and state how it can be accomplished.
   (c) Decenter the following lenses in such a way as to produce the effect of a 1 degree Prism base in before each eye:
   R — 3 Sph. — 2 Cyl. ax. 180.
   L — 4 Sph. — 1 Cyl. ax. 180.
2. (a) Define Spherical and also Chromatic Aberration.
   (b) Explain the cause of each and give the best known methods for overcoming them.
3. (a) What is the Stenopaic Slit, and how would you use it?
   (b) Suppose an eye required a minus 2 at 75 degrees and a plus 3 at 165 degrees, what would the correcting lens be?
4. (a) Give definition of the term Transposition.
   (b) Transpose the following:
   Plus 3 Sph.—minus 2 Cyl. ax. 60.
   Plus 2 Sph.—plus 2 Cyl. ax. 90.
   Plus 1 Cyl. ax. 45 with plus 2 Cyl. ax. 135
   Minus 3 Cyl. ax. 20 with plus 3 Cyl. ax. 110.
   Plus 1 Sph. ax. 60.
5. Write a thesis on Retinoscopy describing fully the movements and appearance of the shadow in the various forms of Ametropia.
6. (a) Explain how you would examine an imaginary case by means of the Trial case, Retinoscope, and the Ophthalmometer.
7. (a) Give definition of Astigmatism and describe fully all its various forms and subdivisions.
   (b) Give definition of Hypermetropia, describing fully all its forms and subdivisions.
8. (a) Define the term Adduction and Abduction.
   (b) State the degree of prismatic power which can be overcome by the internal and also external recti muscles.
9. (a) What are the different methods of estimating the relative strength of the extrinsic muscles?
   (b) Explain fully the use of the Maddox Rod and describe how to determine by its use Esophoria, Exophoria, Hyperphoria and Cataphoria.

TUCK'S

Known The World Over

Christmas Cards,
Calendars,
Christmas Letters,
Holly and Santa Claus Seals,
Christmas Post Cards,
Holly Cards and Tags,
Painting Books,
Toy Books in Paper and Linen,
Illustrated Juvenile Gift Books.

ARTISTIC SERIES. TRADE MARK

Look for NAME and TRADE MARK.

None Genuine Without.

RAPHAEL TUCK & SONS COMPANY, LIMITED

9-17 St. Antoine St. - MONTREAL

NEW YORK LONDON PARIS BERLIN

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medcines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

10. (a) Explain the meaning of the following terms:
Light, Vision, Diopter, Visual Angle, Meter Angle, Oculus Dexter, Oculus Sinister, Oculi Unati, Punctum Remotum and Punctum Proximum.

11. (a) Explain Refraction, Laws of Refraction, and Index of Refraction.

(b) Give the index of refraction of the following:
Air, Glass, Water, Diamond, Cornea, Aqueous Humor, Crystalline, Lense and Vitreous Humor.

12. A man aged 65 requires for distance.
O.D. plus 2 Sph.—plus 0.75 Cyl. ax. 90.
O.S. plus 2 Sph.—plus 1.00 Cyl. ax. 75.
Supposing that one half of his accom. is available in close work, what would be his proper reading correction?

ANATOMY AND PHYSIOLOGY.

Examiner—A. J. Harrison.

1. What is the size and shape of the eye ball? Name the Tunics of the eye. Describe the crystalline lens. Where is it located?

2. Describe the Retina. What portion of the eyeball does it occupy? What is the function of the Retina? On what part of the Retina must an image be formed to be seen with maximum clearness?

3. Where is the Iris located? What are its functions? What muscles operate it? What nerves control it?

4. What is accommodation? How is it accomplished?

5. Name the extrinsic muscles. What are the functions of each? By what nerve is each controlled?

6. What is the ciliary muscle? What nerve controlls it?

7. What muscle lifts the upper eyelid? What nerve controls it?

8. Name the humors of the eye.

9. What is the Hyaloid membrane?

10. What is the conjunctiva? Name and describe two diseases of the conjunctiva.

11. Describe the Optic Disc.

12. Describe the Lachrymal Apparatus, and trace a tear from its formation to its dispersal.

13. How would you diagnose paralysis of the Right Internus Rectus muscle?

14. Describe a normal Fundus as seen with an Ophthalmoscope.

15. What is Aphakia, Iritis and Glaucoma?

16. What is Asthenopia? How many kinds are there? Describe them.

MISCELLANEOUS.

Examiner—J. A. McKenzie.

1. Define (a) Choroiditis, (b) Cyclitis, (c) Pterygium, (d) Ptilosis.

2. What would you do with a case of Strabismus due to a short muscle?

3. What is the stronger function, Accommodation or Convergence? On what do you base your conclusion?

4. How would you find the harmony of accommodation and convergence in near vision with subjective test? also with objective test?

5. (a) By what test may the refractive error in the eye be improved with the lenses, and what is the explanation of its action?

(b) How can we with a stenopaic disc find an error of a vertical meridian in a case of Astigmatism which requires for correction a plus 0.75 D. cylinder axis 180.

6. (a) Describe two ways of getting the amplitude of the accommodation.

(b) Explain a case where the amplitude of accommodation is 2D, and there is no range of vision at all.

(c) Also state a case where the amplitude of accommodation is 2D. and the range is from 10 to 20 inches.

7. When plus lenses are decentered in, what extrinsic muscles are assumed to be at fault?

In a certain lens the eye first looks through a point one millimeter above the optical centre of the lens, and then through a point one millimeter to the side of the optical centre, the deviation of a distant object is greater in the first case than in the second. What kind of a lens is it?

8. Define (a) Exophoria, (b) Exotropia, (c) Anaphoria, (d) Hyperphoria.

9. (a) If you should order a plus 1.00 D. sphere combined with a minus 1.50 D. cylinder axis 120. in the toric form on a minus 6 base curve, what would you find with the lens measure?

(b) What is your rule for transposition of a sphere cylinder into its equivalent form?

10. (a) Which is the best method of ophthalmoscopy for the Optometrist to use, and why?

(b) Why are the movements of the edge of the light reflex in skiascopy in reversed direction, according as the plane or concave mirror is used!

NOVEL EYEGLASSES.

Enlarged the Image of the Retina of Short-Sighted Persons.

A German inventor has devised what he calls telescope eyeglasses. They are intended for the use of short-sighted persons by the very simple means of enlarging the image on the retina. They are specially designed for that class of near-sighted people who cannot wear the ordinary simply corrected glasses.

The monocle combination contains two parts united in a single metal frame, a front objective lens or collector and a second nearer the eye to disperse the rays at the proper angle to make the correction for the degree of myopy in ques-

tion. When properly prescribed and made, the two lenses have such relation to each other that there is no distortion, astigmatism or colored border to the image obtained.

Another German has invented what he calls police eyeglasses. On the side next the face they have tiny concave mirrors, which may be extended sideways or be folded back so as not to show. They give the wearer, if he has normal sight, an image of what is going on almost directly behind him. They are proposed for the German secret police. Whether adopted or not it is not to be ascertained from headquarters.

"TABLOID" OPHTHALMIC "EPININE"—0.006 GM.

For use in eye work Messrs. Burroughs, Wellcome & Co. are issuing "Epinine" as a "Tabloid" Ophthalmic product. "Epinine" as is widely known, is a synthetic substance having a pharmacological action similar to that of the supra-renal active principle, with the added advantages of greater stability and more prolonged action of the blood pressure. When instilled into the eye in 1 in 1000 solution, it produces marked and sustained pallor of the conjunctical mucous membrane. It has already given good results in ophthalmic practice, and its preparation as a "Tabloid" Ophthalmic product, easily applied to the eye, should lead to an extension of its use.

"Tabloid" Ophthalmic "Epinine" is put up in tubes of 12 products, each product containing 0.006 gramme of "Epinine."

BOOKS.

We are in receipt of the fourth report of the Wellcome Tropical Research Laboratories from the Gordon Memorial College, Khartoum. Vol-A (Medical) Volume B. (General Science) published under the direction of Mr. Andrew Balfour, M.D., B.Sc., F.R.C.P. Edin., D.P.H. Camb, published for the department of Education Soudan Government, Khartoum. These volumes are issued by the Toga Pub. Co., 35 West 33rd St., New York City, and 101Coristine Bldg., St. Nicholas St., Montreal.

These are decidedly valuable works, dealing as they do with the study of tropical life, as they present themselves in man, animals, plants and insects, and this fourth report contains the discoveries and facts brought to light during the last few years. They are liberally illustrated, and the letter press is excellent.

Another volume is the Second Review of Recent Advances in Tropical Medicine, being a supplement to the Fourth Report mentioned above.

The Wellcome Tropical Research Laboratories at the Gordon Memorial College, Khartoum are for the purpose of promoting technical education, the study, bacteriologically and physiologically of Tropical Disorders peculiar to the Soudan; to render assistance to the officers of health and to clinics of the civil and military hospitals; to carry out investigation in connection with cases of poisoning, etc.; to make chemical and bacteriological tests of water, food stuffs, etc., and for many other undertakings of similar import.

MICROSCOPY and the MICROSCOPICAL EXAMINATORS of DRUGS, by Chas. E. Gabel, B.A., Ph. D.

This, in the language of the author, "is an attempt to simplify, condense and present the fundamentals of this interesting subject" and is intended more especially for the use of the student in Pharmacy or Medicine. Publishers—The Kenyon Co., Des Moines, Iowa.

KENT-M'CLAIN AGAIN.

Mr. Thomas Wran's new store in Campbellton, N.B., was also installed complete by Kent-McClain, Limited (Toronto Show Case Co.). It is a handsome outfit in rich quarter cut oak, and includes the already celebrated new case, the "Minton" made only by this firm.

A QUICK SELLING SPECIAL
IN EVERY DRUG STORE

With a small investment and no risk, druggists will find the

BAX WILL FORM

one of the best selling specials they carry. No lawyer is needed by anyone who buys a Bax Will Form, costing only 35c.

—"Within a little more than a year we have sold 60 dozen Bax Will Forms."
Broadway Drug Co, Toronto.

—"I have sold as many as 6 Bax Will Forms in one day."—T.D. Wood, Toronto.

—"Send in another gross; we are right out."—Park & Park, Hamilton.

Druggists in all parts of Canada have the same story to tell. The Forms are extensively advertised in the newspapers all over Canada.

Price to trade, $2.75 doz; 3 doz. lots, $2.65. Sold wholesale by National Drug Co, Drug Trading Co., Lyman Bros, W. J. Gage Co., Copp, Clark Co., Methodist Book Room, and all leading wholesale Druggists and Stationers.

Write for special advertising proposition, and direct letters:

BAX WILL FORM CO.
275 College St. TORONTO, CAN.

Christmas

and

New Year Goods

For 1912-1913

Our travellers are now on the road with a complete line of Christmas and New Year Goods for next season, including some of the latest and most beautiful novelties in Booklets, Calendars, Post Cards, Tags, Seals, Children's Story Books and Illustrated Song Books.

It is impossible to enumerate everything in detail, and to be really appreciated they should be seen. If our representative does not call on you shortly, drop us a card and we will arrange to let you see our samples. Our prices are the lowest consistent with quality.

VALENTINE'S SERIES

POST CARDS

HIGHEST AWARDS OBTAINABLE AT THE FOLLOWING EXHIBITIONS:

FRANCO-BRITISH, 1908—2 Grand Prix
JAPAN-BRITISH, 1910—Grand Prix
BRUSSELS, 1912 – Grand Prix
IMP. INTERNATIONAL, 1909—Diplomas and Grand Prix
BRUSSELS, 1910—Diploma of Honor

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IT WILL PAY YOU TO STOCK

SPRATT'S DOG CAKES
SPRATT'S DOG MEDICINES
SPRATT'S DOG SOAP
SPRATT'S BIRD SEEDS

Your Jobber can supply. May we send our Illustrated Export Price List. IN PACKETS

Write Spratt's Patent Ltd., London, Eng. Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal

DRUG REPORT.

Toronto, Feb. 19, 1912.

Business during January has been very good for this season of the year, and the present outlook is, as an Irishman would say, that all declines will be upward.

Santonine is higher again. Those who pretend to understand the question, say it will be very much higher during the next year or two.

Buchu Leaves are scarce and high, that is for anything like nice green leaf.

Shell Castile Soap is a little higher again on account of heavy winter freight.

Mercurials have all advanced about 5c. lb.

Oil Tansy is a little easier.

Cocaine and salts are all higher, and will likely still further advance.

Sulphurs have all been advanced by the purchasers, and dealers here have had to stiffen up their prices accordingly.

Wood Alcohol is now controlled by one concern who have advanced the price. It is quoted today in small lots at $1.10 a gallon.

Methylated Alcohol is also higher, in sympathy with Wood Alcohol, and is quoted at $1.25 a gallon.

Fusel Oil still continues very scarce. [illegible] almost impossible to get any.

Paris Green prices have not been fixed yet by the manufacturers.

CHANGES IN QUOTATIONS.

A—Advanced. D—Declined.

A.—Alcohol Wood	gall.	$1.10
A.—Alcohol, Methylated	gall.	1.25
A.—Balsam Peru	oz.	.25
A.—Castoreum	o .	1.40
A.—Gum Euphorbium	lb.	.60
A.—Gum Euphorbium, powd.	lb.	.70
A.—Leaf Buchu	lb.	2.00
A.—Mercury	lb.	1.05
A.—Mercury Bichloride	lb.	1.20
A.—Mercury Bichloride Powd.	lb.	1.25
A.—Mercury Chloride (Calomel)	lb.	1.35
D.—Oil Tansy	oz.	.25
A.—Santonine	oz.	2.00
A.—Sulphur, Powdered	lb.	.3½
A.—Sulphur Sublimed	lb.	.04
A.—Sulphur, Extra Sublimed	lb.	.05
A.—Sulphur, Roll	lb.	.04
A.—Sulphur Vivum	lb.	.06

WHAT THEY SAY OF THE C. D.

"It is with pleasant anticipation that I watch for the coming of your journal. Wishing you success with your eminently useful Trade Paper."

R. T. HOSKIN, druggist,
Rapid City, Man.

"I would not be without the paper, even if it cost ten dollars."

J. JOHANNESON, Wynyard, Sask.

FOR OVER HALF A CENTURY

BROWN'S BRONCHIAL TROCHES

Have been recognized throughout the world as a staple remedy for hoarseness and coughs.

A preparation of simple medicinal substances held in general esteem in the treatment of throat affections caused by cold or exertion of the vocal organs.

The Troches are effective in disorders of the throat and larynx, and an invaluable aid to speakers and singers for allaying hoarseness and irritation of the throat.

To sufferers from Lung Troubles, Bronchitis and Asthma, they afford great relief. Warranted free from opiates or anything harmful. In boxes only; never sold in bulk.

BROWN'S BRONCHIAL TROCHES

Advertising matter sent free to Druggists upon request

John I. Brown & Son, Boston, Mass.

It goes without saying that no stock is complete without

Mrs. Winslow's Soothing Syrup for Children Teething

First introduced in 1849. It is now favorably known and sold all over the world.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we c n be of service to any one desiring information, as to lacation, necessary capital, qualification, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1000 to $5000, also know of a number of good openings for Doctors to handle drug store and practice combined.

—WRITE US—

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent Insertions 25c. Seud cash with order.

SASKATOON BUSINESS BROKERS.

We have at all times numerous businesses listed for sale in Western Canada. It costs you nothing to buy through us. Particulars gladly submitted on application. Addr.ss P. O. Box 141, Saskatoon.

DRUGS AND STATIONERY.

Stock, $4,450; fixtures, $540. This live business which nets a clear profit of Twenty-six Hundred Dollars, is for sale for cash. Store property with four living rooms, on lot 25 x 120, is for sale at Sixteen Hundred Dollars. Five Hundred cash, balance on easy terms, or property can be leased at $25 per month. No opposition; town population 350; five elevators; good country to serve. City property considered as part payment. A good buy. SASKATOON BUSINESS BROKERS.

DRUG BUSINESS FOR SALE.

A first-class business in Northern Saskatchewan; no opposition within twenty-five miles; Twenty-five Hundred Dollars;; fixtures, Three Hundand Fifty; net profits about Two Thousand annually. A cash payment of Fifteen Hundred Dollars will handle, balance at 6, 12 and 18 months. Building, which is 1½ storey frame, 16 x 40, contains store, dispensing room, five living rooms, is furnace heated and has hollow wire gasoline lighting system. Can be purchased for Two Thousand Dollars, with Six Hundred Dollars cash, balance over eighteen months, or will lease for three years at Twenty-five Dollars per month. We can recommend this. SASKATOON BUSINESS BROKERS.

FOR SALE.

Drug store in fast growing Alberta town. Will sacrifice for quick sale on account of sickness. Write to E. Hammond, Bashaw, Alberta.

MANUFACTURING CHEMIST WANTED.

Practical man wanted to take charge of a laboratory. Good salary, permanent position with good future. Apply to Red Cross Pharmacal Co. Ltd., 92 Des Prairies St., Quebec, Que.

FOR SALE.

Optical business with lens grinding plant, and best paying sideline of its kind in a city of 20,000, Snap for a good live man. Reasons for selling, ill health. Apply box 8, Canadian Druggist, Toronto, Ont.

BUSINESS OPENING.

Splendid opening in our new town of Hazelton, B.C., for a good live druggist.... Store now built and equipped for business. It is destined to be a stirring town, owing to its surrounding resources. Will rent, sell, or take half interest. Address G. W. Arnott, New Hazelton, B.C.

CHEMICALS IN FREE LIST IN U. S.

The chemical tariff revision bill, prepared by the Democratic members of the Ways and Means Committee of the U. S. Senate, puts the following articles on the free list:

Acids, sulphate of copper, borax, charcoal and bone black, coal tar and some of its products, sulphate of iron, Paris green, London purple, phosphorus sheep dip, sulphate of soda, strychnine, sulphur in all forms, talcum and practically all drugs, such as barks, beans, berried, fruits, dried fibres, roots and the like.

The bill, however, would increase the revenue from the chemical tariff in the next fiscal year more than $1,000,000.

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

The Canadian Druggist

Vol. xxiv TORONTO, CANADA, APRIL, 1912 No. 4

—Twenty-fourth year of Publication—

THE

Canadian Druggist

MONTHLY

WILLIAM J. DYAS, PUBLISHER

Subscription, one dollar per annum in advance

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

THE CANADIAN DRUGGIST,

Dineen Building, Temperance St., Toronto, Canada
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Representatives:

CHICAGO, ILL.—E. J. Macintyre, 4057 Perry St.
ENGLAND—C. Rivington Shill, 88 Chancery Lane, London, W.C. Telephone 8936, Central.
FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.
GERMANY, AUSTRIA AND SWITZERLAND—Rudolfe Mosse, 46-49 Jerusalemer Street, Berlin, Germany.

BUSINESS REFERENCES.

With the rapid development of this country, accompanied as it is by a large number of men opening new businesses, the wholesaler is frequently met with the difficulty that orders are received from persons who have just opened up new ventures, and who have neglected to furnish references as to their financial ability or previous business connections.

As it is the policy of all wholesale houses to make as prompt shipments as possible, so as to fill the orders as speedily as they can after their receipt, there is practically no time for making any enquiry such as to justify them in shipping the goods. It should, therefore, be the policy of every business man in sending in initiatory orders to a wholesale house to furnish at the same time such references as will justify the wholesaler in making his shipments and giving him some indication, at least, of the standing of the purchaser. It is attention to little details such as this which places the retailer in a favorable light before the wholesaler, and at the same time gives the latter a reasonable assurance of good faith on the part of the purchaser, while at the same time facilitating the shipment of goods.

INSURANCE OF DRUG STOCK.

A correspondent has written us recently in reference to the formation of mutual insurance companies which take risks only upon classified businesses, and as there appears to be a growing desire for joint efforts in reducing expenses probably the idea of a company on these lines would be found feasible. If the scheme could be carried out on the same lines, it is evident that insurance could be obtained much cheaper than is the case now, in many localities.

As it is now Stock Fire Insurance Companies are run in the interest of their stockholders, and the management is most successful when the largest amount of money is made out of those insurers who patronize them. "Inter-insurance exchanges" as they are usually termed in the United States, are maintained solely in the interests of their subscribers, and the largest amount of money is saved to the property owners insured in them.

"The Druggist Indemnity Exchange," which appears to be one of the most successful of this class of Companies in the United States has the following for its plan of operation:

"Subscribers pay a cash deposit on each contract, or policy of insurance, equal to the usual premium charged on the same insurance by the general companies, and the liability of each is absolutely limited to that sum.

"One fourth (twenty-five per cent.) of each deposit on each contract is used to defray all expenses, and the remaining three-fourths (75 per cent.) of each deposit is held as a fund solely for paying fire losses during the year. At the end of the year the actual cost of the insurance is known and the excess of the deposit paid, after expenses and losses are deducted, is returned to the subscriber with his annual statement.

Only retailers engaged in that line of business are insured in this exchange, and consequently this lessens the risk, as on the average there would be only one business of that kind in several blocks, whereas the general insurance company would have several risks in every block of stores.

The management finds that the average ratio

of fire losses does not exceed 25c. per $1.00 of deposit on each policy, and in fact in this particular exchange it has never reached that ratio, and the saving to subscribers has run from 50 to 60 per cent.; this balance, as we have stated before, being returned to the insurers at the close of each year.

There are altogether, we understand, in the United States, 15 such concerns doing business, and none of them have ever defaulted in any payment of losses. There are no stockholders, the plan merely consisting of bringing a number of business men together for the purpose of exchanging insurance amongst themselves. They appoint a manager and attorney, and all premiums are deposited with him, these premiums being just the same amounts as the general insurance companies charge. At the end of the year the manager and attorney, after all losses have been paid, deducts 25 per cent. additional from the funds in his possession to pay for operating expenses and management, and the balance is paid back to the several policy holders in pro ratio of the amount deposited by them. The main point, we should judge, would be to see that a sufficient number of insurers could be brought together to cover all risks during the year.

VALUE OF CLEAN STOCK.

The most successful merchants of to-day are those that insist on all bad and old merchandise being dug out and disposed of at a price that will sell it. The average department head or buyer does not dig deep enough in his stocks; he rather leaves it to his understudies to look after, and it goes without saying that matters of this kind are not attended to.

From my experience, I have also noticed that sometimes buyers or assistants have not the nerve to bring forward old stock of their own purchase for fear that the firm or management will roast them for selecting bad merchandise; they get "cold feet," and hold on to this class of goods, whereas, if you find any merchandise that does not sell after being in the house from thirty to sixty days, and it is undesirable, it is always policy to "take your medicine" at once and reduce the merchandise to a price that will sell it.

My schoolings has taught me that merchandise is only worth what it will sell for, regardless of what you paid for it. By disposing of such undesirable goods as you go along you will not accumulate so much for your end of the season. The advantage of clean stock is this: that you can turn your stocks more often and your turning is where you make your profit. When you are in need of items to advertise, instead of taking good salable merchandise and reducing it, why not take your undesirable stock and reduce it to a price that will sell it, advertise it, and in that way create business, and rid yourself of bad property.

The up-to-date merchant will not carry goods from one season to another; he will cut deep at his clearing sale and dispose of such goods at any price.—J.S. Elmland.

ONTARIO COLLEGE OF PHARMACY.

ANNUAL EXAMINATION.

The regular annual examination of the Ontario College of Pharmacy will begin in the College building, St. James Square and Victoria Hall, Queen Street East, Toronto, Ontario, on Wednesday, the 1st day of May, 1912, at 9.30 a.m. and end Friday, the 10th day of May, 1912.

Intending candidates must apply to the Registrar and pay the examination fee of Ten Dollars, ($10.00), not later than Wednesday, 17th of April, 1912, and furnish written evidence of having served the full term of four years with a regular qualified Pharmaceutical Chemist.

Application forms may be obtained from the Registrar.

Candidates having special subjects to pass will will write at this examination.

PRACTICAL EXAMINATION.

Time Table.

Wednesday, May 1st, 9.30 a.m.—Dispensing (Div. "A"); 1 p.m.—dispensing, (Div. "B"). T. N. Sampson, examiner.

Thursday, May 2nd, 9.30 a.m.—Practical Chemistry, (Div. "A"); 1 p.m.—Practical Chemistry, (Div. "B"). A. Moir, M.D., examiner.

Friday, May 3rd, 9.30 a.m.—Practical Pharmacy, (Div. "A"); 1 p.m.—Practical Pharmacy, (Div. "B"). W. W. Gibson, examiner.

WRITTEN EXAMINATION.

Time Table.

Monday, May 6th, 9.30 a.m.—Chemistry. M. R. McFarlane, examiner.

Tuesday, May 7th, 9.30 a.m.—Materia Medica. J. S. Armitage, examiner.

Wednesday, May 8th, 9.30 a.m.—Pharmacy. F. R. Curry, examiner.

Thursday, May 9th, 9.30 a.m.—Botany. P. Bawden, examiner.

Friday, May 10th, 9.30 a.m.—Prescriptions. J. A. Cairncross, examiner.

Note.—Oral and Practical examinations will be held at the College building, St. James' Square, Gerrard Street. Written examinations will be held at Victoria Hall, Queen St., East.

ORAL EXAMINATION.

Time Table.

Subjects:—Botany, Chemistry, Materia Medica, Pharmacy and Prescriptions.

In Your Dispensary

The place for the "Frosst" label is in the dispensary--in your dispensary.

Frosst's pharmaceuticals are made solely for physicians' prescriptions.

The purity of the ingredients is the highest.

There is only one quality and that, standard.

The accuracy of dosage is guaranteed.

The "Frosst" label is offered to the profession,—not to the people.

These are points that appeal to the Physician.

When ordering from your wholesaler specify "Frosst."

Charles E. Frosst & Co. **Montreal**

RED
Seamless Water Bottle

This bottle is absolutely seamless, not even having a seam at the neck. Cannot possibly leak unless punctured. Made of ALL RUBBER. If your wholesaler will not supply you, order direct.

Price $12 per doz.

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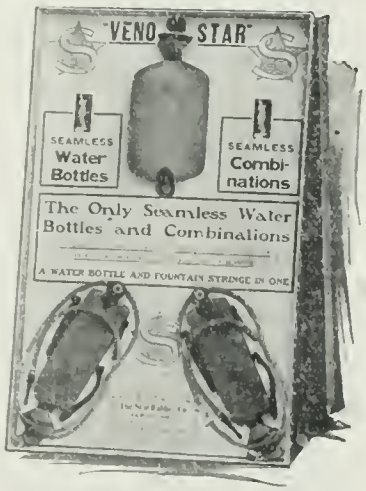

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Sent free with your Star Water Bottle order.

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There are Two Splendid Complete Outfits

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contains complete assortment of 80 different parts, enough fixtures for one medium sized window or two small ones, with extra units for inside displays.

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The Better Way

THE FULL SIZE OUTFIT

contains the full assortment of the 130 units or parts, enough fixtures for two full sized windows with extra parts for inside displays.

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We Carry Stock at Hamilton--Duty Paid

Send Coupon for Our Special "Make Us Prove It" Offer. This Line is Sold on Its Own Clear Merit.

Simplicity—A Never Ending Variety of New Displays—Lasting—Wear—"Just Your 2 Hands and the Merchandise"

Now, Mr. Merchant, REMEMBER:

That "The Better Way" Interchangeable principles are positive and have been thoroughly proven out. You get the same long wear and satisfying service from these Interchangeable Outfits that the old style rigid or solid fixtures gave you.

That with these fixtures you can create a different display every week for four solid years. You can change your windows every day if you want to and without any trouble, worry or annoyance.

That "The Better Way" is not an expense, it is a SERVICE—an active, money-making, time-saving, business-increasing, "help-you-every-minute" SERVICE.

That it is so simple that window trimming is something you can really enjoy, for the innumerable combinations and displays that you can make are interesting both to you and the passer-by.

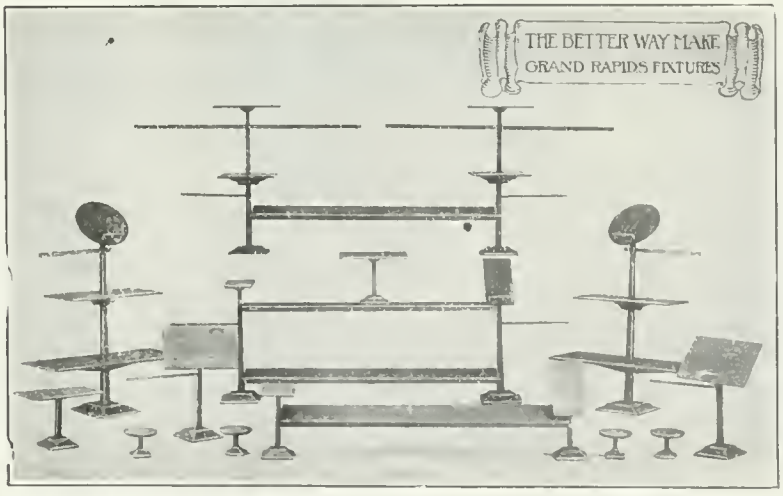
That when you get these fixtures in your store you will find that we DO use the very best selected material, you will find that we DO apply the skill and patience of the greatest furniture centre of the world, you will find that our designs are both unusual and attractive and how we have made our fixtures something besides inanimate pieces of wood and how they add tone and character to your window.

That you will find that the rich smooth finish sets a new high standard for window display fixtures and how it makes a whole lot of difference in the appearance of your windows.

That we have a special proposition to offer to responsible merchants which we want you to have. Send the coupon to-day giving us your name and address and the proposition will go to you by return mail.

Draw trade with your windows, through your doors, and up to your counters

The Taylor Mfg. Co., Hamilton, Ont.



This illustrates a few designs of fixtures that it is possible to set up with the outfits. This illustration shows enough fixtures for two full sized windows. Note their splendid adaptability for both window and show case displays.

Grand Rapids Quality.
Workmanship and Real Excellence of Finish.
Golden Oak and Weathered Oak
A Rich, Smooth, Hand Waxed Finish.

THE TAYLOR MFG. CO.
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Gentlemen.-- Send Special "Make Us Prove It" Offer and Full Particulars.

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Address .....

Town .....

Province .....

Monday, May 6, at 2 o'clock p.m., Nos. 1 to 25.
Tuesday, May 7, at 2 o'clock p.m., Nos. 26 to 50
Wednesday, May 8, at 2 o'clock p.m., Nos. 51 to 75.
Thursday, May 9, at 2 o'clock p.m., Nos. 76 to end.

All candidates must be on hand punctually at the hour.

The meeting of the Board of Examiners will be held on Monday, May 6th, at eight o'clock, p.m., at the College building.

CREDIT AT THE BANK IS DESIRABLE AND PROFITABLE.

"Business" says it takes the average merchant years of experience to get him to grasp a principle that he should take home to himself the first time he pays for a bill of goods," says a retailer who has built up his business mainly through his financial ability. "I refer to the principle that the place to borrow money is at a bank or other financial institution and not of the jobber or manufacturer who supplies the goods.

"I got my bank accustomed to 'taking the cash discount' by going to the president, when I first began business, and saying, giving him a copy of the order, 'I am going to buy these goods from my jobber. Their discount is so and so for spot cash. If you are in position to take advantage of this rate of interest, supply me with the money and take the discount yourself, and I will pay you in sixty or ninety days."

"Commonly, the banker would be glad to do it, and I not only got an inside price, but got two more valuable things, a reputation with my suppliers for paying cash, and I built up my credit with my banker so that I was able to get money from him when other business men in the same town were offering high rates for ready cash, and were unable to get the accommodation.

"It can be set down as an absolute surety that your banker can afford to lend you money on better terms than your supplier -for that is what the latter does when he extends your credit. The dealer who discounts his bills, takes a first, clean profit that appeals to the imagination —and starts the money-making early in the game."

LOOK AHEAD!

Keep to broad, sure lines, and study them to be certain that they are correct ones. Watch the natural operations of trade, and keep within them. Don't waste your effort on a thing which ends in a petty triumph unless you are satisfied with a life of petty success. Be sure that before you go into an enterprise you see your way clear to pay through to a successful end. Look ahead' —John D. Rockefeller.

MAGIC WORDS-THEY BRING BIG RETURNS

"Good morning," "Good night," "Hello there," "Good bye," "Good luck," "Thank you"— magic words these—full of power possibilities. Do you use them, Mr. Business Man, in all the meaning of their creation? Clearly, heartily, enthusiastically, firmly, courteously, smilingly? In going after business, in closing up business? There are so many occasions where they can be applied; so many occasions where they have made customers out of prospects, friends out of strangers. It costs but a smile (which is always worth carrying), an open, honest, sincere manner of expression (which no man can afford to be without). Put sunshine and gladness into your "Good morning," your "Hello there," your "Good night." Let your "Good-bye," your "Good luck" come with a merry ring and your "Thank you" fairly bubbling over with appreciation.—Ex.

HINTS TO THE GRUMBLER.

The man who habitually grumbles is a self-confessed failure; he admits that things are wrong with him. If things are always wrong with you, it is your own fault, so don't spend valuable time and energy proclaiming the fact. Put them right. Generally a staff is not all-bad, however ill-sorted they may be, unless they have been handled wrong. It takes a particularly bad type of grumbler to chase all the goodness out of them. Don't grumble with conditions—put them right—make the best of them or go where they are better. Don't grumble with your job; if you cannot do better where you are, do better somewhere else. Don't grumble with your customers; they won't stand it. If you have to grumble occasionally, do it out loud before the offender's face; he may give you his candid opinion of yourself, and that should be of value to you.

A DANGEROUS INCOMPATIBILITY.

A correspondent of the Lancet has called attention to the fact that an emulsion containing almond mixture, tincture of squill, ipecacuanha wine and sweet spirit of nitre sometimes explodes. This, it is pointed out, is due to the presence of tannin in the gum used to make the almond mixture. Tannin decomposes the ethyl nitrite, causing evolution of oxides of nitrogen, and though this may take place slowly, when the bottle is corked the liberated gas accumulates and may burst the bottle. The reaction noted will, of course, takes place when other tannin containing drugs are present. It has long been known that it occurs in mixtures of spirit of nitre and fluid-extract of buchu, or of uva ursi, both of which contain tannin.

NEWFOUNDLAND PHARMACEUTICAL SOCIETY.

The second annual meeting of the Newfoundland Pharmaceutical Society was held at St. John's, Nfld. Reports for the past year presented by the Society showed gratifying progress, and the financial condition of the Society in satisfactory shape. The election of the new council resulted in the following members being chosen: A. W. Kennedy, Jas. Channings, P. O'Mara, M. Murphy, T. M. McNeil, D.G. Fraser, J. Curtin T. Kavanagh, R. G. MacDonald, A. Stafford.

At the first meeting of the Council the following were elected as office bearers for the ensuing year:—President, A. W. Kennedy; Vice-Pres., M. Murphy; Treasurer, P. O'Mara.

OBITUARY.

SAMUEL KIRK

Samuel Kirk, of Messrs. Kirk & McLellan, druggists, Dawson City, Yukon Territory, died in San Francisco, in February.

Mr. Kirk was the pioneer business man of Dawson. He was born in Dublin, Ireland, in 1852, and while a young man came to Canada. He attended the Queen's University of Kingston, in 1879, and graduated from the O.C.P. in 1882. He started a drug business in Seattle where he remained for some time, but after the gold fever broke out he left for Dawson where he opened a drug store, and continued in business there until stricken with paralysis a year ago. He formed a partnership with Mr. McLellan, who has been in sole charge of the business.

RICHARD WILSON.

Mr. Richard Wilson, Port Arthur, Ont., died February 5th, aged 31 years. Mr. Wilson was for some time a member of the firm of Bailey & Wilson, but about a year ago he started business on his own account in the Masonic Block, Port Arthur, Ont. Although in delicate health for some time, Mr. Wilson's death came quite unexpectedly, as he was attending to business only a few days previous to his demise. He is survived by a wife and one child.

CULTIVATION OF GINSENG.

A clipping from the Seoul Press, forwarded by Consul-General Geo. H. Scidmore, Seoul, Chosen (Korea), to the daily Consular and Trade Reports, says:

Dr. K. Miyake was interviewed by a Press representative while here. He said that he left Tokyo for Europe and America in July, 1910. His principal business on the tour was to study a remedy for the diseases of ginseng plant. Ginseng was cultivated nowhere in Europe, and his investigations were largely carried on in America, where its cultivation was carried on in districts northeast of the Mississippi.

Ginseng cultivation in the States showed a slight decay of late as compared with seven or eight years before. No accurate statistics were available about the production there, but the annual production of late years roughly amounted in value to between One Million to One Million Five Hundred Thousand Dollars. There was little difference in quality between the present production in America and that of former years, but the fall in price had brought about a reduction in the revenue from this source.

Dr. Miyake spent four months in the States, and his exhaustive inquiries established the fact that Americans were cultivating the plant 'after the Korean method, on the whole. Their preventive measures against and remedy of ginseng diseases were imperfect and antiquated. They had apparently not known the merit of formalin as a remedy until he explained it to them. The usefulness of the medicine was discovered by Dr. Miyake after painstaking study, and it was found that the high price of ginseng could afford that comparatively costly treatment. He was now studying whether the plant could not be induced to mature in four or five years, instead of six, as at present.

The production of this year in Chosen would amount to from 1,000 to 1,100 pounds, but in 1913 would rise to 5,000 pounds. It was expected, he concluded, that some years after the annual production would reach no less than 40,000 pounds, valued at 3,200,000 yen ($1,593,600).

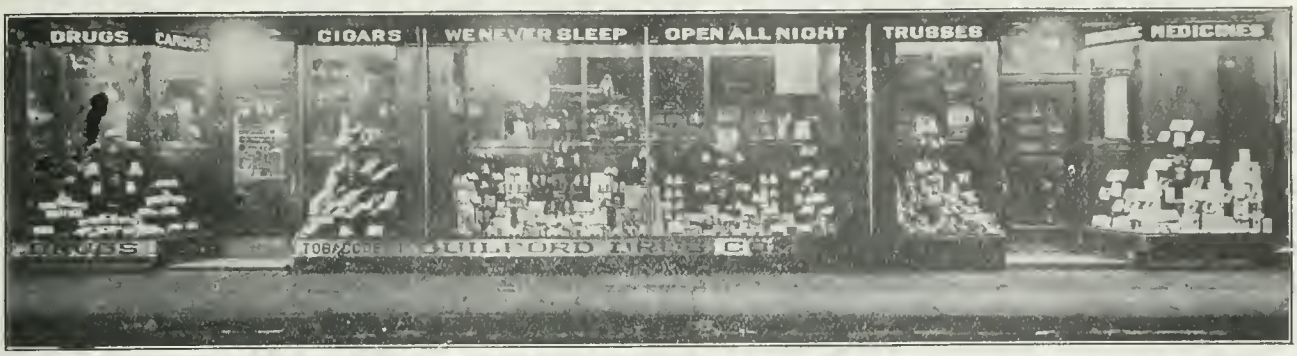
THE BAD COLD SEASON.

By Walt Mason.

I am coughing, mother, coughing till my neck is out of joint, and I wish you'd bring the goose-grease, my worn bosom to anoint. I have coughed in ancient lingos, I have coughed in modern tongues, till my India rubber larynx seems to telescope my lungs. I've done ground and lofty coughing, all the plain and fancy kinds, till my coughing jarred the plaster and shook down the window blinds; I have coughed a counter-tenor, I have coughed a rumbling bass, I have coughed until my coughing blew the whiskers from my face. All the dope you've brought me, mother, simply fails to hit the spot; I have taken tons of tablets, demijohns of liquid rot! I have drunk the tea you brewed me, worn a poultice on my throat, and the doctor has my savings and the druggist has my goat. Let us change the treatment, mother; give me goose or gander grease; rub it on my tortured larynx and perhaps I'll die in peace.

THE PUZZLE WOOD DISPLAY FIXTURES

Largest Outfit on the Market for the Money
All Wood not any Wire Attachments
Not any holes in the wood that will wear out



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Pat Pend.

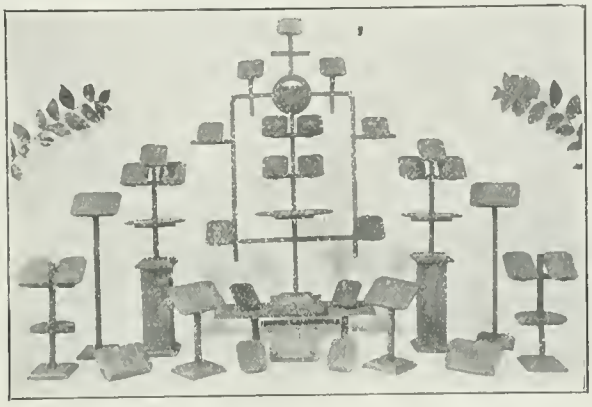
"The Beauty of Puzzle Wood Display Fixtures is revealed above," which represents **A Drug Store** with **Five Show Windows** all decorated with **Puzzle Fixtures.**

100 PIECE OUTFIT
$18.00
No Holes in Wood to Wear Out by Assembling.

"E-NUF-SED"

All parts Solid Oak, finished in 3 colors, Gold Oak, Weathered Oak, DK Missien, Hand Rubbed, Wax Finish. Packed in a hinge box, excellent to keep parts in when not in use.

A Large Book of Designs
how to assemble parts
FREE
with each Outfit.



The above illustration is made with a few pieces
So Simple to Assemble that a child could do the work

150 PIECE OUTFIT
$25.00
No other OUTFIT on the market includes a Pair of Knock-Down Pedestals.

"The Puzzle Is"

Who can find the **END** to the Possibilities that can be made with **Puzzle Fixtures.**

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ARTISTORIA NOVELTY CO.,
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FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

TRADE MARK 'TABLOID' BRAND
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The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & Co.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

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LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

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In Half Ton Drums
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QUOTATIONS GIVEN FOR ANY QUANTITY

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SPECIAL OFFER

I will send a typewritten letter and circular to a list of 250 of your customers inviting the ladies to your store for free samples, a supply of which I will send you prepaid gratis with an order amounting to $8.00 or over.

Kosmeo Cream	$4 20
Kosmeo Face Powder (white, flesh & brunette)	4 20
Hair Restorer (name changed to hair color)	8 40
Bonalaxa (the bon bon laxative)	2 10
Face Bleach	12 60
Cucumber and Elder Flower Cream	8 40
Eugenie Enamel (white or flesh)	8 40
Bath of Isis for the hands	4 20
Rose Bloom (liquid rouge) pink and damask	4 20
Stick Rouge (for lips and cheeks)	2 10
Cactico Hair Grower	8 40
Dandruff Remedy	8 40
Eye Brightener	4 20
Hygienic Skin Food	12 60
Toilet and Nursery Powder	2 10
Depilatory Powder	12 60
Oat-Al	4 20
Bleaching Cream	6 30

—ADDRESS—

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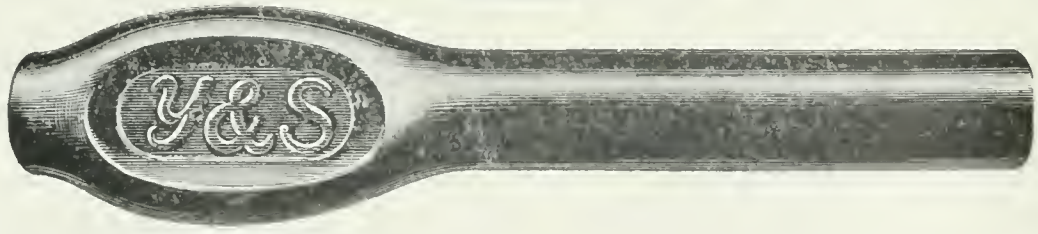
46 Ouillette Ave., Windsor Ont.

Stick Y&S Licorice



Y & S Wafers in 5c muslin bags.

Licorice Lozenges in 5 pound tins.

Acme Pellets in 5 pound tins.

Soft mints in 5c pkgs.

—AND—

The delicious Y & S Licorice Pepsin Chewing Gum.

NO DRUGGIST'S STOCK COMPLETE WITHOUT ABOVE NAMED SPECIALTIES

National Licorice Company

MONTREAL

PHARMACY IN GREAT BRITAIN

Insurance Act and Pharmacists—Adulteration of Drugs Used in Commerce—Poisoning Animals by Means of Injurious Drugs—Profits in the Wholesale Drug Trade.

(From our London Correspondent.)

The National Insurance Act is still the main topic of discussion at Pharmaceutical meetings, and interest in the scheme is growing week by week. In order to deal with questions affecting the dispensing of medicines under the Act, and to safeguard the interests of chemists generally, a permanent Advisory Committee of Pharmacists on Insurance has been formed with headquarters in London, and representatives in the important centres of industry in the country. Mr. P. F. Rowsell, of Exeter, has been elected chairman of the committee, and Mr. W. J. Uglow, of Woolcock, secretary. At a meeting of the committee a formation of separate Insurance Pharmaceutical Committees for England, Scotland and Wales was urged, the functions of the committee being to negotiate with the commissioners in the various parts of the country. Meanwhile, the attitude of the medical profession towards this national scheme is being closely followed by the whole country. The claims of the pharmacists are linked up with the demands of the doctors, as unless the principle laid down when the Act was first introduced, namely, that the dispensing medicine for the insurance patients shall be confined to pharmacists only, is made part and parcel of the scheme chemists will stand to lose everything they might gain by the Act. In some quarters there is a tendency on the part of the doctors to demand the right to dispense State prescriptions as well as prescribe, and I understand that if this claim is insisted upon the Pharmaceutical Committee is prepared with a course of action. The regulations of the Commissioners are now anxiously waited by all concerned.

* * * * *

Several interesting communications were read at the February evening meeting of the Pharmaceutical Society. The result of an investigation of the powdered gentian, nux vomica and ipecacuanha used in commerce was presented by Prof. H. G. Greenish and Miss D.J. Bartlett. Of powdered gentian 33 samples were examined, and 13 failed to comply with the requirements as to aqueous extract. Some samples contained pieces of almond shell, wood, olive stones, etc., and the conclusion arrived at was that "the quality of the commercial powdered gentian still leaves much to be desired." At the same time it must be remembered, as the chairman of the meeting, Mr. C. B. Allen, pointed out, this drug is sold by the ton chiefly for veterinary purposes, and while cattle have every right to pure drugs, it cannot be regarded as essential considering the market price of gentian. The next paper on nux vomica indicated a better state of affairs. A deposit in a mixture containing tincture of nux vomica was found by the authors to be powdered date stone. Of eleven samples of ipecacuanha all, with one exception, contained sufficient total alkaloid to comply with official requirements. Mr. E.F. Harrison and Mr. P.A.W. Self, gave an account of their examination of samples of oil of asafetida and asafetida. Stress was laid on the value of a high percentage of sulphur in oil of asafetida, and it was suggested that when the amount of sulphur in the oil is not under 1.5 per cent. of the real gum resin, the drug might be regarded as pure.

* * * * *

The administration of injurious drugs to horses has been on the increase lately judging by the number of cases brought before magistrates. In one week two farmers were summoned for having wilfully adminstered or caused to have administered a poisonous drug to horses. The animals were found suffering from arsenical poisoning, and the magistrates took a serious view of the offences, and imposed heavy fines. There has also been a number of cases of poisoning and attempted poisoning of foxes by means of injurious drugs.

* * * * *

The annual meeting of Southall Bros. and Barclay, Ltd., a Birmingham firm well known to your readers, has just been held under the Presidency of Sir Thomas Barclay. The balance sheet showed that the year 1911 was the most successful in the company's history, and as the result new premises are to be opened shortly. Profit for the year amounted to nearly £18,000, and to this amount must be added the sum carried forward last year, making a total of £24,000. Good dividends were declared by the directors. Another firm whose products are well known in the Dominion—Evans, Sons, Lescher and Webb, Ltd., has also had a very successful year's trading, as the report of the recent annual meeting shows.

The reciprocity proposals of the Pharmaceutical Society have been welcomed with much enthusiasm in Australia as well as in other British Dominions. It is understood that the proposals come into force immediately the Privy Council gives its approval, and I understand that this approval may be expected very shortly.

* * * * *

Just before posting this communication I learn that as an outcome of the numerous cases of deaths which have been caused by soporific drugs the Council of the Pharmaceutical Society has recommended the Privy Council to add to the Poisons Schedule various drugs which are taken to induce sleep. The best known of the substances which are, if the Privy Council consents, to be added to the Poisons Schedule is veronal, and as a number of compounds are on the market whose chemical composition is similar to veronal, and whose effects are almost identical, the Council has so worded its resolution as to include these substances. Sulphonal, a well-known remedy for insomnia, is already on the Poisons Schedule, but its derivatives may be sold without any restriction; and as the latter are in most cases as potent as the drug itself, the Pharmaceutical Society has deemed it advisable that the sale of these substances should be placed under the same restrictions as sulphonal.

CEMENT VS. GLUES.

To the Editor:—A great many customers are lost to the cement trade temporarily or permanently by the dealers offering liquid glues when a cement is really needed. Liquid glues are good in their place, for mending books or articles of paper, card-board or wood, but they are not to be relied upon for mending glass and china-ware. These preparations appear easy to use, being in liquid form and ready for use, and this appeals to the customer. We would make our cement in the same way, but it would not have the lasting quality it now has. Being thin the liquid glue will not hold when used to repair glass or crockery if subjected to moisture or any test of strength. The customer then becomes discouraged and probably never again attempts the use of any glue or cement. We realize that the lower price of the glues may also tend to make their sale easier, but it is certainly better business to sell the customers something they really need, even though it is higher in price than to sell them a cheaper article that is not adequate to meet their need. By such a method the trade on both preparations is injured and possibly a customer is lost. MAJOR MANUFACTURING CO., 161 Pearl St., N.Y.C.

Tact means more the way you say it than what you have to say.

BUYING VS. MANUFACTURING BY THE RETAILER.

By A. Schleimer, Rutherford, N.J., in Merck's Report.

It seems surprising that the average druggist devotes as little time to manufacturing as he does, especially as it means a saving of a good many dollars in the course of the year, though this is only one of the advantages to be gained thereby. It is almost impossible to pick up one of the numerous journals without finding an article on how to increase profits, multiply sales, close buying, etc., of the average store.

In fact, I think it would be perfectly safe to say that more time is devoted to articles on this subject than to any other particular one.

There is, of course, good reason for this.

While the price of everything in general has gone up, the average merchant, the grocer, the butcher, the confectioner, etc., increases his price accordingly to the consumer. On the other hand, strange as it may seem, the retail price of drugs has decreased, notwithstanding the wholesale price has increased in common with all other commodities.

It seems strange, therefore, that the average retail dealer should purchase so many preparations and pay a tax to the manufacturer and jobber on articles that he can make much cheaper himself.

The only argument that I have ever heard advanced for this is that the manufacturer has facilities that the retailer lacks, and can therefore manufacturer much cheaper. This is perfectly true as a statement, but it is not true as an argument, for, while the manufacturer can make goods cheaper than we can, we can make them cheaper than he will sell them to us.

There are, of course, exceptions to this, as in the case of fluidextracts in small quantities, solid and powdered extracts, which necessitate the use of a still to recover the waste alcohol, which in most instances represents the greatest expense and would not only be lost, but would be a constant source of danger in case of open evaporation, unless it is one where the menstruum is water alone, such as aloes.

Concentrated nitrous ether, distilled water, pills that are used in quantity (such as blaud, quinine, etc.), are some of the things requiring special apparatus that the retailer does not have and cannot afford.

I will offer some figures on the manufacturing of a few articles on a small scale, comparing the actual cost with the manufacturer's prices.

All prices quoted are taken from bills actually purchased, or from reliable quotations from houses, and therefore net.

CATAPLASMA KAOLIN.

	Proportion.	Quantity.	Price	Cost.

THE POPULAR FLY CATCHER

Retails Two Coils for Five Cents

THE LATEST

FLY CATCHER

FLIBAN

Neat Clean Effective

Retails at Five Cents per Coil

BIGGEST VALUE ON THE MARKET

Write for Samples and Prices at once.

AGENTS

MacLaren Imperial Cheese Company Ltd.

Toronto and Montreal

The most efficient and satisfactory fly killer is

WILSON'S FLY PADS

Retail Druggists find that after trying all the sticky novelties, their customers come back for the old reliable Wilson's Fly Pads, that kill flies in tremendous quantities, and do not damage carpets, furniture or clothing.

Avoid unsaleable substitutes

Archdale Wilson

Hamilton - Ontario

Grube's Method

For Complete Eradication of
TOE CORNS, SOLE CORNS, BUNIONS, CALLOUSES, SOFT CORNS, HEEL CORNS.
Kills the Seed, Leaves Smooth Skin.

One Drop Corn Remover

ADVISE no cutting with knife.
USE eraser to remove hard part. Rub well.

APPLY "One Drop," covering corn completely to kill seed of the trouble; cover it with tissue paper; peel it off third day.

RESULT a normal smooth skin. Put cotton between toes when soft corns.

PRICE 25 CENTS

When Properly Applied, Gives Relief in 3 Minutes.

EXCELSIOR CHEMICAL COMPANY, 3100 State Street, Chicago.

$1.50 per dozen. Quantity price on application. Ways and means with initial gross to assure disposal of goods. During 1911 one medium size retail drug store sent four orders of one gross each, giving a profit of $82.80 the first season of selling the article.

A Milk Food for Infants and Invalids

Glaxo

"BUILDS BONNIE BABIES"

You will be interested in this food which is Strictly Price Protected, and which makes you friends among your customers.

Glaxo is fully endorsed by the leading dietetic authorities of the world.

Samples and Advertising Matter Sent upon Request

G. W. DAVEY and CO.,

Sole Canadian Agents and Distributors to the Trade.

25 Empress Bldg. Winnipeg

77 Adelaide St., W. Toronto.

THE MARVEL

"WHIRLING SPRAY" SYRINGE

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors
44 E. 23rd St. New York
Canadian Agents:
NATIONAL DRUG & CHEMICAL CO.

Sovereign Perfumes, Ltd.

CANADA'S
Largest
Makers of

Perfumes

and

Toilet Preparations

TORONTO

GILLETT'S LYE
HAS MANY USES.

It makes soap. It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It's a fine disinfectant.

GILLETT'S CAUSTIC SODA.
GILLETT'S CREAM TARTAR.

(Chemically Pure)

Should be sold by every druggist in Canada.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

E.W.GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

Kaolin	577.0	¼ lb. @ 9c	.1125
Ac. Boric	45.0	1¾ oz. @ 11c	.0175
Thymol	0.5	8 grn. @ 20c	.0033
Methyl Salicyl	2.0	30 grn. @ 8c	.0006
Ol. Peppermint	0.5	8 min. @ 25c	.0011
Glycerin	375.0	1¾ oz. @ 25c	.2208
	2 lbs. 3 oz.		.3361

Cost to make 1 lb.....14.9c
Cost to buy (5-lb. lots).....30.0

Saving per lb.....15.0c

It would only be taking up valuable space to figure out every article mentioned, as I have above, so I will only give the results obtained. The above simply shows my method of figuring to get the results given.

COLLODOIN.

Cost to buy.....$0.65
Cost to make..... .41

Saving per pint.....$0.24

EMULSION COD-LIVER OIL.

Cost to buy (gallon).....$1.50
Cost to make..... 1.18

Saving per gallon.....$0.32

GREEN SOAP.

Cost to buy.....$0.16
Cost to make..... .11

Saving, per lb.....$0.05

SYRUP HYPOPHOTPHITES CO., U. S. P.

Cost to buy.....$3.30
Cost to make..... 1.79

Saving per gallon.....$1.51

TINCTURE VANILLA, U. S. P.

Cost to buy.....$7.06
Cost to make..... 5.71

Saving per gallon.....$1.29

BEEF, IRON AND WINE, N. F.

Cost to buy.....$2.40
Cost to make..... 1.80

Saving per gallon.....$0,70

FLUIDEXTRACT ERGOT, U. S. P.

Cost to buy.....$10.80
Cost to make..... 6.27

Saving per gallon.....$4.53

ELIXIR IRON, QUININE AND STRYCHNINE PHOSPHATES

Cost to buy.....$3.60
Cost to make..... 1.87

Saving per gallon..... 1.73

SOLUBLE ELASTIC CASTOR OIL CAPSULES, 2½ GM.

	Cost
Six dozen S.E. Capsules @ 40c	$0.29
Seven ounces oil @ 14c.	.08
Twelve boxes and labels	.12
Cost of making one dozen boxes	$0.49
Cost to buy one dozen boxes	1.10
Saving on one dozen boxes	$0.62

GLYCERIN SUPPOSITORIES

	Cost
Glycerin, 1 oz. 299 min	$0.022
Stearic Acid, 77 grn	.002
Sodium Carbonate, 46 grn	.0015
Twelve Suppositories	$0.0255
One gross Suppositories	$0.28
One dozen bottles	.20
Corks	.09
Labels	.012
Cost to make 1 dozen bottles	$0.582
Cost to buy 1 dozen bottles	1.70
Saving	$1.118

In regard to the foregoing preparations I have figured on the official formulas. The average dispenser, however, has his own formulas for many of these, such as beef, iron and wine, emulsion cod-liver oil, corn cure, etc., which are not only cheaper, but in many instances more efficient, due to many years of experience.

The only item I have not taken into consideration in figuring the above is time.

Time, while a factor in manufacturing expense in general, is of no value in most retail stores, for the reason that about 25 per cent. of the average day is idle time, that simply has to be put in anyway.

If a little thought be given to the matter, it will be found that there is at least one day (possibly two) in the week which is generally dull, owing to local conditions, peculiar to your own neighborhood. Lay your work out accordingly, so that you can devote your dull day to manufacturing. If you are a proprietor, it will mean money in pocket; if you are a clerk, your employer will appreciate it to your advantage.

The actual saving of money, however, is not the only advantage to be derived from doing your own manufacturing. The experience you will gain will pay you a hundred fold.

A thorough knowledge of the miscibility, extraction, compatibility, etc., of the innumerable drugs and chemicals that we handle, for widely various purposes, can only be obtained by practical work. Most of it is not in books, and you would not remember it if it was, even if you read it.

When you make a thing yourself, especially if you find unlooked for obstacles which you must

overcome, that thing is impressed on your mind to such an extent that you are not likely to forget it; furthermore, it will be of service to you in many similar operations.

When a physician comes in and asks your opinion of a certain formula, and you can point out to him at once why it is not practical, his estimation of your ability is increased and he will return when he wants other information.

Furthermore, when the question of druggists comes up among the M.D.'s themselves, which it does continually, you will get some advertising that means business.

On the other hand, if he comes in once or twice and you tell him that you don't know, he will naturally conclude that you don't know any more about your business than he does himself; and one of the many disadvantages of this is that it makes him more liable to listen to the detail man, who so thoroughly understands the goods he is selling, and as a result you are constantly getting orders for new "specials."

In the same way this applies to the customer over the counter. A man comes in, for instance, with a chicken formula that he has copied from some publication or book. Experience has proven that many of these formulas are not only worthless, but positively harmful, sometimes through errors of transmission and often due to mistakes of the printer, either in quantity or dosage. There is no one on the staff of the ordinary publication capable of recognizing an error in a medicinal formula, even if they were looking for it. Now, this man has probably spent considerable time and money on his chickens; it may be his hobby or it may be his business. In any case, they may mean a great deal to him, and if you can tell him that his remedy is all right and good for the purpose, or that it is all wrong, and show him the reason why, he will have a wholesome respect for your ability that will win his confidence, and when you get his confidence you get his trade—and, incidentally, he has friends.

These instances simply show where a good working knowledge means more and better business.

There is, however, another advantage; the pride and satisfaction that come to a man from work well done, the ability to intelligently explain the why's and wherefor's connected with your work. To one who regards the advancement of his profession at large as his own personal interest, this is even more than monetary value.

When honesty is the greatest qualification put up to me concerning a man I say: "He was born that way, and if that is all he has got he has not developed anything since."

DISPENSING NOTES.

By Thomas Dunlop, Ph.C

An apology is almost necessary for bringing such a commonplace subject as "Dispensing Notes" before a meeting such as this were it not justified by the fact that dispensing produces a perennial stream of material which arrests the pharmacist's attention and demands correction, in some instances, and investigation in others, and this is contributed to largely through prescribers unwittingly ordering drugs and chemicals which are incompatible. I remember a doctor, who was treating a case of whooping cough with ozonic ether, who, at a certain stage, to meet a contingency, wished to prescribe iodide of potassium, ordering the iodide to be added to the ozonic mixture. I pointed out the incompatibility to him, with the result that a separate mixture was given to alternate with the other. This emphasises the necessity for, and consequent advantage, alike to prescriber and patient, of dispensing being in independent and competent hands. The examples I propose submitting are of an ordinary character, as there is nothing of the nature of a quirk in them calling for special treatment as if a puzzle were being given as an experiment.

(1)

R	Ext. Case. Sag. Liq.....	m30
	Mag. Sulph.....	gr. 30
	Tr. Belladon.....	m2
	Spt. Chlorof.....	m7
	Aq. Dest..... ....ad	oz.ss

Mix.

Mitte, oz.viii.

When this prescription, which was of London origin, was presented, it was requested that only half the quantity should be made up, as it deposited so much, and the deposit stuck to the bottle. That was apparent, as the bottle had the appearance of being varnished inside. I said that, with their consent, I thought that could be remedied. Consent having been given, an ounce of mucilage of tragacanth was used (making it extemporaneously with 6 grains P. Tragac. and the Spt. Chlorof. and water to 2 ounces) with which the Liq. Ext. Cascar. was mixed, adding the Tr. Belladon., and finally the Mag. Sulph. dissolved in water q.s. to make 8-ounce mixture. The addition had the desired effect, and when the bottle is empty, it is easily rinsed clean.

(2)

R	Tr. Nuc. Vom.....	dr.ii
	Aq..... ....ad.	oz.vi

Mix.

A few days after this mixture was dispensed inquiry was made as to whether it should deposit or not. The result of my inquiry led me to sus-

SANOL

Is very valuable in the treatment of Gall Stones, Kidney Stones, Gravel in the Bladder, Lumbago, Uric Acid Diatheses.

SANOL'S ANTIDIABETES

Is the only positive cure for Diabetes.

"Changing Diet Method"

Sanol: retail $1.50, trade $12.00 doz.
Sanol's Antidiabetes: retail $2.00, trade $16.00 doz.

All orders of 1 doz. or over delivered free. Terms, 30 days 5 .

All orders will receive prompt attention.

SANOL MANUFACTURING CO.
77 Main Street **Winnipeg, Man.**

BUSH'S
ESSENTIAL OILS

GUARANTEED B.P., 1898.

Sandalwood, Cubebs, Lemon, Cloves, Lavender, Etc.

OLEO-RESINS - ESSENCES
CONCENTRATED PERFUMES

CHLOROFORM, B.P.
for ANAESTHESIA.

W. J. BUSH & CO.

LIMITED.
of London, England.

490 ST. PAUL ST. MONTREAL
122 WELLINGTON ST. W. TORONTO
WINNIPEG AND VANCOUVER

Spring is Here !

Spring brings with it enquiries for certain lines of goods.
Note the list below:

MILKING TUBES,
TEAT DILATORS AND BISTOURIES,
MILK FEVER OUTFITS,
HORSE and CATTLE INJECTION PUMPS,
HYPODERMIC SYRINGES,
TROCARS, CATHETERS,

A complete line of veterinary supplies always on hand.
We allow drug trade special discount on above line.

Look up your stock of Bath Mitts and Sponge Bags.

The J. Stevens & Son Co.
LIMITED

Druggist Sundries,
Enamel Ware,
Leather Goods,
Rubber Goods,
Surgical Instruments,
Glassware,
Surgical Gauzes,
Electrical Apparatus.

145 Wellington Street West, TORONTO.

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the nicest popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz	$ 5 35	5 Gross
¾ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS

DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "Best" use "Electric Beans."

"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

A. H. WIRZ

WHITE METAL GOODS

913-915-917 Cherry Street

PHILADELPHIA, PA.

BOTTLE STOPPERS

Tin Spouts for Bug Poisons.

Collapsible Tubes

METAL SYRINGES

Hand Pill Machines

Moulds for Suppositories

Collapsing Drinking Cups

STRONGEST ON EARTH

Recommend the best in this line of goods, and your trade will increase.

Please send for advertising matter to A. Major, President, 461 Pearl St., N. Y. Bear in mind that we also manufacture the best rubber and leather cement.

D. WATSON & CO., AGENTS

MONTREAL

The Best Value For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA

pect the presence of a fungus. At my request the bottle was returned for inspection, when my surmise was confirmed. The result of investigation showed that such a dilution of Tr. Nuc. Vom. begins to get fungoid in forty-eight hours, and that of the several preventive measures tried, chloroform water was the one that stood the test of time.

(3)

R Strontii Bromid..... ..... dr.ii
Ext. Casc. Sag. Evac..... ... dr.iv
Potass. Bicarb..... ..... dr.ii
Tr. Aurant..... .... dr.iv
Inft. Gent. Co..... ...ad. oz.iv
Mix.

The chemical incompatibility of this prescription is self-evid nt—the special virtue of the strontium bromide being destroyed by the Pot. Bicarb.

(4)

R Sod. Bicarb..... .... dr.iss
Sod. Sulphocarb..... ..... oz.ss
Tr. Nuc. Vom..... .... dr.i
Tr. Zingib. .... dr.iii
Glycer. Pepsin..... .... oz.iss
Inf. Gent. Co..... ....ad oz.vi
Mix.

The trouble with this prescription arose from the presence of an impurity in the Glycer. Pepsin. All went well till the Tr. Nuc. Vom. was added, when the mixture turned inky bluish-black, whilst the suspended ginger resin intensified the unsightly appearance. On examination the contamination was found to be iron, and this reacting with the caffeotannic acid of the Tr. Nuc. Vom. produced the above result.

(5)

R Sod. Bicarb..... .... dr.ii
Sod. Salicyl..... .... dr.ii
Phenazon..... .... dr.i
Glycer. Pepsin.
Liq. Bism..... ....aa oz.i
Tr. Capsici..... .... m10
Aq. Cinnam..... ....ad oz.vi
Mix.

The conclusion arrived at with reference to the foregoing (No. 4) prescription was confirmed by this one, where, in the absence of Tr. Nuc. Vom. the presence of the iron in the Glycer. Pepsin was demonstrated by reaction with the Sod. Salicyl., the mixture turning cherry-red. It should be noted that it is in only neutralized solutions of such a Glycer. Pepsin that this contamination exhibits itself. Since I have had this experience I have been examining Glycer. Pepsin as follows :— Dilute ½ drachm Glycer. Pepsin with 1½ drachms of water, neutralise with Sod. Bicarb. and add 3 grains Sod. Salicyl. The presence of iron is indicated by the color produced and the amount by the intensity of the color. I find Sod. Salicyl. a very useful and delicate test for traces of iron. Recently I have been making up an 8-ounce lotion containing 30 grains Sod. Salicyl. and 60 grains acid boric. On dissolving these, with a gentle heat, in 4 ounces of water I have not yet found a boric acid that did not tinge the solution perceptibly.

(6)

R Ung. Hydrarg. Co..... ..... dr.iv
Ung. Iodi..... .... dr.i
Ung. Petrol. Molle..... ..... dr.iii
Mix.

This preparation, with variation, is dispensed from time to time. The iodine is absorbed by the mercury. Whether the prescriber expects to get an iodine or iodide of mercury effect I know not, but as it seems to have the desired effect I have never said anything about it.

(7)

R Hydrarg. Perchlor.... .... gr. 1
Pot. Iodid..... .... dr.ii
Inf. Calumb.... ....ad. oz.iii
Mix.

The decomposition in this prescription was not observed till a repetition was required. The mixture is practically Mayer's reagent of alkaloids. The precipitate in the bottle, which consists of the double iodide of mercury and berberine, had an orange-yellow color resembling iodide of lead. As I could not communicate with the prescriber, I dispensed the repetitions with ½-ounce of Mucil. Tragac. A better medium for the salts would be either Inf. Gentian. Co. or Inf. Quass. These, being free from alkaloids, remain bright.

(8)

R Tr. Iodi..... .... m2½
Liq. Strych..... .... m.5
Tr. Digital..... .... m12
Ext. Malti Liq..... .....ad dr.ii
Mix.

This prescription, although such a dangerous combination, was dispensed without question, as it would have been presumption (?) on my part to have disputed the infallibility of the prescriber.

(9)

R Sod. Bicarb..... .... dr.ii
Pot. Iodid..... ... . gr. 20
Lith. Citr..... .... dr.i
Sod. Sulphat. .... dr.ss
Mix.
Ft. pulv. divide in 12.

Although the B.P. describes lithium citrate as a "deliquescent" salt, I have never found it to be so unless, as in this prescription, it is contact with a hydrated salt. As the prescription was for single powders, I used an equivalent proportion of exsiccated sodium sulphate. The powder, as ordered, became a soft magma within twenty-four hours, even although it was wrapped in

parchment paper. Mr. Dott pointed out in a letter in the P.J. some years ago that Lith. Cit. is not deliquescent.

(10)

R	Amm. Bromid.....	dr.ii
	Ac. Hydrobrom. Dil....	dr.iii
	Tr. Nuc. Vom.....	dr.i
	Elixir Glusidi.....	dr.ii
	Inf. Quass..... ....ad	oz.iv

Mix.

In adding the Elixir Guidide, a precipitate was formed. On looking up the literature of soluble gluside I did not find in the B.P. Codex, Squire or Martindale any reference to incompatibility. On reading carefully the monograph in the B.P. C. on gluside I find that in the final stage of its production it is precipitated by an acid from a potassium salt. Being a derivative of benzoic acid it is to be expected that its chemical reactions should be similar. Soluble gluside in solution is not affected by acetic, citric or tartaric acid, but it is precipitated by the mineral acids. That being so it can only be dispensed in neutral or alkaline mixtures or in presence of an organic acid. Just as it is noted that benzoates, salicylates, borates, etc., are incompatible with mineral acids, a similar note should be appended to soluble gluside.

(11)

R	Sod. Salicyl.....	dr.i
	Spt. Aeth. Nit.....	dr.iii
	Liq. Amm. Acet.....	dr.vi
	Syrupi..... ... .ad	oz.ii

Mix.

Some time ago I had this prescription to dispense, and found that although acetates prevent the liberation of iodine from iodides by Spt. Aeth. Nit. the Liq. Amm. Acet. did not prevent the interaction between the Spt. Aeth. Nit. and the salicylate, but by neutralising the Spt. Aeth. Nit. with Pot. Bicarb. the change is not so rapid, whilst with the addition of 2 grains of Sod. Thiosulph. it is greatly retarded and modified, the risulting mixture being brown instead of claret colored. The specimens submitted were made yesterday morning (16th inst.) at 10 o'clock. The mixture (without the salicylate) was halved. To the one half 30 grains of salicylate were added and the other the same addition was made, along with 6 grains Pot. Bicarb. and ½ grain Sod. Thiosulph.

Know the important things in your business and concentrate on them. Leave the less important things to others.

Don't fail to be accommodating, even if it requires a little extra time or trouble, for that is what you are getting paid for.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

Wadena, Sask., March 15, 1912.

Editor Canadian Druggist, Toronto, Ont.

Dear Sir,—Enclosed find order which I received a few days ago. As the stork had paid a visit to the customer's house with twins he evidently was a bit excited when writing out the order :

Please deliver to Mr. Luis Anderson
2 completed bails for babys,
1(btl Castorolic,
1 btl. Camfor Spiritus,
1 Spons to wash the babys,
2 Bts Pout Niv.

I translated it as follows :

2 complete bottles for babies.
1 bottle castoria.
1 bottle camphorated oil.
1 sponge to wash the babi s with,
2 bottles port wine.

Yours truly,
W. J. WEIR, Clerk.

Nanton, Alta., March 27, 1912.

Canadian Druggist :

Gentlemen,—Can you tell me who makes or used to make "Crown" fountain syringe? Have had one in use for eleven years.

HOUSEHOLD.

The Ontario Rubber Co., of Toronto, manufacture this brand, we understand.

A MODEL STORE.

When Mr. H.W. Mitchell's Port Hope store was opened a few months ago, the event was referred to in these columns, but only briefly. Our representative had not then had an opportunity of seeing a store that in its equipment of fixtures, silent salesmen and modern etceteras is undoubtedly one of the best of its kind in Canada. There is close upon a hundred feet of wall fixture, including perfume, tincture and patent medicine cases. The perfume screen, with its full length mirror is surmounted by a cut glass dome and near the entrance is a leather covered settee.

The silent salesmen, of which there is some thirty-six feet, include the all-crystal construction "Eclipse" made only by Kent-McClain (Toronto Show Case Co.) as well as the indispensable "Trianon" combination counter, show case, and stock cabinet. The whole is in a very richly finished quarter cut oak.

The man who does the little routine things well every day is getting ready for the big job which is sure to come to him.

'COLGATE'

on Toilet Articles of all kinds corresponds to the Hall-Mark on Silver.

COLGATE articles are steady sellers. For many years repeat sales have characterized the Colgate lines.

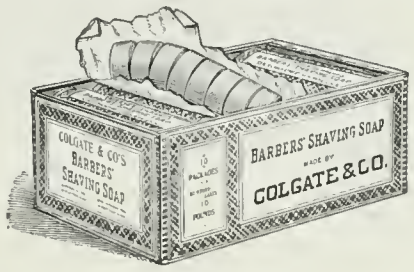
High quality, forceful advertising and efficient price protection ensure you a rapid turnover.

Free Goods with Colgate's Barber's Shaving Soap.

Bigger profits can be obtained by taking advantage of a special offer good until May 15th, 1912.

With each 10 lbs ordered, 1 lb is included free.

Colgate's Barber's Soap costs $3.50 per box of 10 lbs., made up of **80 cakes,** 8 cakes to the roll. Get splendid profits from your Barber Soap sales by ordering Colgate's. Any Wholesale Drug House in Canada can supply you. **Order Today.**



COLGATE & CO.

Established over 100 years.

Manufacturers of Cashmere Bouquet Toilet Soap
CORISTINE Bldg., MONTREAL

W. G. M. Shepherd, Montreal, Sole Agent for Canada.

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Question:

What are the strong points by which we win out?

THE CITY OF

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FIVE MOST MAGNIFICEN

We are Specialists in this line of business

J. J. McLAU

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The Answer:

Original Designs,
Convenience of Layouts
Superior Construction

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ODA WATER FOUNTAINS

Consult us about your chances to make money

LIN, Limited

NTO

For Infancy, Illness and advancing Age.

BENGER'S Food

Benger's Food is for Infants and Invalids and for those whose digestive powers have become weakened by illness or advancing age.

If the digestive functions, however weak, can do any work at all they should be given work to do *to the extent of their powers.* Exercise strengthens, but over exercise defeats its purpose. It is here that Benger's Food is so admirable. In the easy process of its preparation the digestibility of Benger's can be regulated to a degree of extreme nicety.

Manufacturers: BENGER'S FOOD, Ltd., Manchester, England

Benger's Food is sold in tins, and can be obtained through most Wholesale Druggists and Leading Drug Stores.

EVERY DRUGGIST SHOULD CARRY

-FAIRBANK'S SOAPS-

GLYCERINE TAR SOAP—for shampooing.
PUMMO SOAP—for the hands.
SANITARY (Carbolic) SOAP—for General use.

Because they are the best to be had, and show the dealer a margin of over 75% profit.

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All kinds of cast metal goods.

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ROYAL COMPO

Herewith is the testimony of two well-known Toronto Harness Makers who not only testify but repeat their orders.

JOSEPH PINDER—"I buy it by the gross. It gives good satisfaction."

NORMAN W. MCCONNELL—"I buy Royal Compo and say it is the best harness polish."

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National Formulary

The following are the proposed new formulas for Granular Effervescent Salts, that have been suggested for inclusion in the forthcoming edition of the National Formulary. The committee is desirous of having them thoroughly tried by pharmacists in different sections of the country so as to avoid, as much as possible, unfavorable comment after the final publication of the book. Comments and criticisms, based on practical experiences, will be welcome. All communications should be addressed to the chairman of the committee, Prof. C. Lewis Diehl, 932 Cherokee Road, Louisville, Ky., who will submit the comments to the sub-committee having the matter in charge.

GENERAL FORMULA FOR GRANULAR EFFERVESCENT SALTS.

The citric acid directed in the formulas should be in clear, unefflorescd crystals and be finely powdered just before using. All other ingredients should be well dried at a temperature not exceeding 50 degrees C., until they cease to lose weight and then finely powdered and passed through a No. 60 sieve. As atmospheric dampness, if present, will be absorbed by the finished granules and destroy the effervescent character of the salt, it is important that these preparations be made in a dry atmosphere.

DIRECTIONS FOR GRANULATING IN AN OVEN.

Having prepared the Citric Acid and the other ingredients of the formula, as directed above, intimately mix the powders, without trituration, adding the Citric Acid last, and spread the resulting product evenly, about 9.5 mm. ($\frac{3}{8}$-inch) thick, on a sheet of paper on a canvass tray, glass plate or shallow porcelain or enameled dish, and place it in an oven, heated to a temperature between 95 and 105 degrees C. Allow the powder to remain in the oven, without stirring, until it has become moist and acquired the proper consistency, about that of dough, then immediately force the mass through a No. 6, tinned-iron sieve and dry the granules at a temperature not exceeding 50 degrees C. When dry, again pass the granular powder through a No. 6 tinned-iron sieve, transfer it to dry bottles or containers and hermetically seal them.

DIRECTIONS FOR GRANULATING ON A WATER-BATH.

If a small quantity of the salt is to be prepared, say 100 Gm., the mixed powders may be transferred to a covered dish on a water-bath or to a double boiler, heated by water actively boiling, the inner dish being actually in contact with the water, and the resulting pasty mass stirred until dry. The dry granules should be immediately passed through a No. 6 tinned-iron sieve and transferred to a dry container, which should then be hermetically sealed.

GRANULAR EFFERVESCENT ARTIFICIAL CARLSBAD SALT.

Citric Acid	250 Gm.
Sodium Bicarbonate	300 Gm.
Carlsbad Salt, Artificial	266 Gm.
Tartaric Acid	157 Gm.
Sodium Bicarbonate	100 Gm.
To yield about	1000 Gm.

Prepare an Effervescent Salt by the method described in the General Process given above.

GRANULAR EFFERVESCENT ARTIFICIAL KISSINGEN SALT

Citric Acid	250 Gm.
Sodium Bicarbonate	300 Gm.
Kissigen Salt, Artificial	100 Gm.
Tartaric Acid	94 Gm.
Sodium Bicarbonate	106 Gm.
To yield about	1000 Gm.

Prepare an Effervescent Salt by the method described in the General Process given above.

GRANULAR EFFERVESCENT ARTIFICIAL VICHY SALT.

Citric Acid	250.0 Gm.
Sodium Bicarbonate	300.0 Gm.
Vichy Salt, Artificial	250.0 Gm.
Tartaric Acid	164.5 Gm.
Sodium Bicarbonate	185.5 Gm.
To yield about	1000 Gm.

Prepare an Effervescent Salt by the method described in the General Process given above.

GRANULAR EFFERVESCENT ARTIFICIAL VICHY SALT WITH LITHIUM.

Citric Acid	250.0 Gm.
Sodium Bicarbonate	300.0 Gm.
Vichy Salt, Artificial	250.0 Gm.
Lithium Citrate	83.3 Gm.
Tartaric Acid	125.35 Gm.
Sodium Bicarbonate	141.35 Gm.
To yield about	1000 Gm.

Prepare an Effervescent Salt by the method described in the General Process given above.

NOTE. The Lithium Citrate should be dried on a water-bath until anhydrous before adding it to the mixture.

GRANULAR EEFERVESCENT POTASSIUM BROMIDE.

Citric Acid	250.0 Gm.
Sodium Bicarbonate	300.0 Gm.
Potassium Bromide	166.66 Gm.
Tartaric Acid	203.7 Gm.
Sodium Bicarbonate	229.7 Gm.
To yield about	1000 Gm.

Prepare an Effervescent Salt by the method described in the General Process given above.

ALKALINE GRANULAR EFFERVESCENT LITHIUM POTASSIUM AND CAFFEINE.

Citric Acid	250.0 Gm.
Sodium Bicarbonate	300.0 Gm.
Caffeine	8.33 Gm.
Sodium Bicarbonate	83.33 Gm.
Potassium Bicarbonate	83.33 Gm.
Lithium Carbonate	41.66 Gm.
Tartaric Acid	180.17 Gm.
Sodium Bicarbonate	203.18 Gm.
To yield about	1000 Gm.

Prepare an Effervescent Salt by the method described in the General Process given above.

DRUG MARKETS OF THE WORLD.*

By Arthur Plaut, New York.

Of course you know that it is impossible to speak exhaustively or in detail of the drug markets of the world, so vast a subject, in a short talk such as I shall give this evening. I shall not touch at all upon the most important part of the subject, statistics, but will simply give you a general idea of the way the business in crude drugs is conducted in various parts of the world.

The drug business does not differ materially from the business in other natural products; all are carried on in pretty much the same way.

The most important drug market of the world, as you all know, is London, and the reason for this is not hard to seek. People who have goods for sale, primarily want prompt cash in return for their commodities. London being the financial centre of the world, drafts on London are honored in all parts of the world, and it was bound to follow that London should become the great international drug market. No matter where goods may be produced, the owner, if he sends his merchandise to London, gets cash in the currency of the land as soon as the bill of lading is signed by the captain of the vessel that takes the goods. Many ways have been proposed to increase the foreign commerce of New York; it is a pet subject with our national legislature; our Chambers of Commerce and our other commercial organizations, and committee after committee have been appointed to devise ways and means. Foreign commerce nowadays is not conducted through the mails. Goods are bought and sold by cable. Transactions are completed long before the steamer that carries the bill of lading and the invoice has left port; our foreign commerce will never be increased materially by the aid of ship subsides.

Another important factor is habit: people who have been accustomed to shipping their goods to a certain point for decades and centuries would have to be offered specially great inducements to get them to change their methods. London has been doing this kind of business for so long and in so satisfactory a manner that it is extremely difficult to get it away from there, although some has been diverted.

In ancient times the trade in drugs, as in fact all trade, centered around the borders of the Mediterranean. The Atlantic was not navigated until very late in our present era, but along the shores of the Mediterranean commerce had flourished for thousands of years before New York was in existence, and the trade in drugs, spices and perfumes formed a very important part of that commerce. In those times Alexandria and Venice were the two important drug markets, and in the Pandects of the Emperor Justinian we find a list of import duties levied at the custom house of Alexandria on various commodities, chief among which were drugs and spices.

International commerce is chiefly in the hands of the British and the Germans; that of all other nations by comparison is insignificant and is mainly trade with their immediate neighbors or their colonies. Only the British and the Germans can claim to engage in general international commerce, and it is owing mainly to the fact, as I stated before, that they offer better financial facilities to shippers than other nations do. They establish branch banks, and you will find such in all the principal parts of Mexico, Central America and South America.

London receives the products of the British East Indies, South America and a large share, the largest share of those of China, Japan, Egypt and the British West Indies. Hamburg is headquarters for the products of Germany, Norway, Sweden, Russia and to a considerable extent for those of South and Central America. Hamburg is also an important factor in Mediterranean products.

Now to get down to drugs: London receives from the

EAST INDIES.

Senna	Dragon's Blood
Nux Vomica	Citronella Oil
Cardamoms	Gum Tragacanth
Aloes	Gum Myrrh
Columbo	Spices
Cannabis Indica	

SOUTH AFRICA.

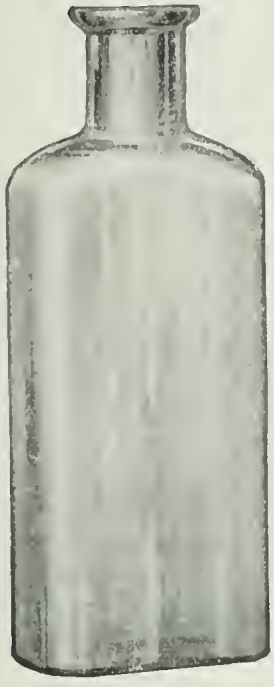
Aloes	Buchu
Arrowroot	Quince Seed.

CHINA.

Rhubarb	Star Anise
Cassia	Oil Star Anise
Cassia Oil	Musk
Nutgalls	Antimony

*An address delivered at a stated meeting of the New York College of Pharmacy, January 16th, 1912, and contributed to the Practical Druggist for publication.

Mr. Druggist
What About Your Bottles?



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Why not write today for samples and prices.

Do it now.

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Price Restricted.
Attractive Packages.
Low Prices.
High Standards of Excellence.

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WESTCARA
is always being reordered.

WESTCO BABY COUGH SYRUP
is a winner.

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the best ever.

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yet to be excelled.

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MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

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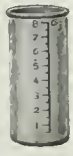

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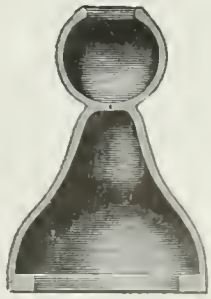
To the Druggists of Canada

We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Ball-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing We are making a special offer on the Ball-cup nipple until the 1st of January, 1912. Write us for prices.

THE HYGEIA NURSING BOTTLE CO.
1336 Main St., - Buffalo, N. Y.



Section of ball-cup nipple. The puncture in the nipple is at the bottom of the cup.

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Surgical Dressings

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NEW CHARFORD MILLS, BIRMINGHAM.

Southall Bros. & Barclay, Ltd.
(Established 90 years.)
WHOLESALE ONLY.

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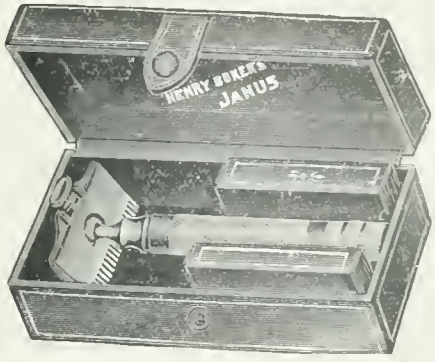
MAC LEAN, BENN & NELSON, LTD

Manufacturers of
LINTS, ABSORBENT COTTONS & GAUZES at the MILLS, BIRMINGHAM and BROMSGROVE.
525, St. Paul Street, MONTREAL.

The Newest and Best Safety Razor

Henry Boker's "Janus"



Triple Silver-Plated Holders and Twelve Double-Edged Blades, These Blades can be stropped, which makes them last indefinitely. The "Janus" is the most wonderful little instrument ever devised for taking the beard off the face. A single movement releases or inserts the Blade. The holder is in one piece. There are no parts to adjust—nothing to learn. It is simplest in construction, easiest to clean. Once the blade is inserted in the holder, it is absolutely rigid There is no vibration. No shaving instrument ever devised approaches it in any particular. The steel used in "Janus"Blades is made by Boker's process, which is known the world over as the very best. We guarantee this Safety Razor to shave to perfection.

McGILL CUTLERY CO. Reg'd, New P.O. Box 580, Montreal

Special Export House for **OLIVE OILS** of the Provence and of Italy

Registered Trade Mark: "LA MARIE LAURE"

Ancient firm, CH. SABATIER & CIE, Established 1876.
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The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment.

Sole Agent for Canada **THOMAS GIBBARD** 43 Saint Francois Xavier St., MONTREAL

Distinctiveness and Originality

It should be the aim of every Druggist who is fully alive to present conditions to so arrange his business that there will be about his store an air of Distinctiveness and Originality, so that this fact will be noted by all who visit it, and every sale made should be with the expectation that the customer will return to his store, and not to his neighbor's to make a similar purchase.

Standard preparations of well-known merit, dressed in Distinctive and Original style of wrappers, something different from his neighbor's, will accomplish this, and effectively answers the question so frequently asked, "Does the Druggist get just returns for every effort put forth in business" and "Does every sale bring the proper result in the building up of a business in any particular line, or must time and energy be shared with competitors." Individuality eliminates competition and makes it possible to control the output, and every effort put forth will result in sure and certain foundation of which every wise business man may continue to build. Our long experience and splendid facilities are at the service of the Druggists to this end.

THE TORONTO PHARMACAL COMPANY, LIMITED
TORONTO - MONTREAL - WINNIPEG

JAPAN.

Camphor	Menthol
Oil Camphor	Capsicum

EGYPT.

Gum Arabic	Senna

BRITISH WEST INDIES.

Aloes	Lime Juice
Arrowroot	

ARABIA AND PERSIA

Tragacanth	Colocynth
Asafoetida	Gum Myrrh

SOUTH AMERICA.

Ipecac	Cinchona
Sarsaparilla	Balsam Copaiba
Coca	Balsam Peru

I have made no attempt to be thorough in this. I am only naming some of the leading articles.

Hamburg is headquarters for

Cod Liver Oil	Ergot
Cantharides	Isinglass
Lycopodium	Wormseed
Ipecac	Sarsaparilla
Camphor	Menthol
Cinchona	Balsam Copaiba
Balsam Peru	Coca
Sabadilla	Roots
Flowers	Seeds, cultivated in Germany.

You will notice in these lists that there are repetitions, which only indicate that one market is not in absolute control, but that the same class of goods is shipped both to Hamburg and London. In fact, the competition among the various centres is very, very severe ; it would surprise you to know on how small a margin of profit the business in crude drugs is being conducted. Our eminent financiers in Wall street would not float a railroad bond issue on the same margin of profit as that on which these commission merchants handle commodities, the value of which is so comparatively small.

The third largest drug market to-day is Marseilles. Of course it is headquarters for Mediterranean products, the products of Southern France and those of the French possessions in India. It is headquarters for :

Olive Oil	Anise
Rapeseed Oil	Cumin
Gentian	Lavender Flowers
Cochineal	Orange Peel
Senna	Eucalyptus
Rose Leaves	Thyme
Marioram	Essential oils used in
Savory	this country
Sesame Oil	

Next in importance is Amsterdam. It is headquarters for :

Coca	Cocoa
Cinchona	Cubebs
Gum Benzoin	Mace
Nutmegs	Areca Nuts
Cassia Fistula	Caraway Seed
Dutch Cocoa Butter	

After Amsterdam comes Trieste, a very large market for Mediterranean products and those of Asia Minor. Chief among these are :

Gum Arabic	Gum Mastich
Gum Myrrh	Styrax
Olive Oil	Sage
Insect Flowers	Bay Leaves
Cuttle Bone	

Leghorn is important in a few items :

Olive Oil	Orris Root
Castile Soap	Juniper Berries

Bari, in Italy, specializes in :

Olive Oil	Anise Seed

Messina, in Sicily, is headquarters for the Messina Essences :

Oil Orange	Oil Bergamot
Oil Lemon	

and also exports Manna and Orange Peel.

Bordeaux, in France, has the unique distinction of being the most important market for just one article : Vanilla Beans. All the beans grown in the French Islands in the Indian Ocean are traded in there.

Liverpool is peculiar in being headquarters for seeds of all kinds :

Anise	Canary
Foenugreek	Coriander
Fennel	Dill

Business is conducted in varying ways at the different places. In London we have the Exchange, the Royal Exchange. The drug merchants and brokers and representatives of foreign houses meet there daily at about 11 o'clock, say "how-do" to each other, talk over the weather and are pleasant and sociable, but very little actual business is transacted there. Drugs are sold in London chiefly at the fortnightly auction sales, at which the commission houses which receive consignments from all parts of the world offer these goods at public auction to the highest bidder, and to one who has never before been there it is very interesting indeed. The articles offered for sale are advertised about a week before the time of sale, and samples can be seen at the warehouses also about a week prior to the time of sale. The goods are bought as a rule by brokers ; these brokers as a rule represent only one house in any one country. For instance, a broker will represent a house in America, one in Russia, one in Germany, one in Holland and one in Austria : in other words, their clientele is divided in such a way that the interests of their principals do not conflict. They get orders to buy certain goods, the price is either left to their dis-

cretion or a price limit is given by their principals and they are paid a brokerage by the buyer, differing in that respect from the way brokers conduct their business in this country, where they work for the buyer without compensation, being paid by the seller. At these auction sales 40 or 50 or 60 brokers assemble (each man with a high hat), and the goods are offered in the way with which we are familiar—they are knocked down to the highest bidder. Frequently they are offered at an upset price; if there is no bid received above this price they are withdrawn from the market and thereafter disposed of at private sale. While there is no law bearing on the subject, this has been the custom since time immemorial, and it is a guarantee to the shipper that his merchandise will not be slaughtered, will not be sold below the market price, because it has been offered at public sale free to all comers; it virtually does away with collusion between the consignee and some buyer whom he may wish to favor.

Hamburg has a real drug Exchange; the one in London is more of a social affair than a business institution. In Hamburg the Exchange meets at one o'clock, and every broker is compelled to remain there until two o'clock, and if he gets there after one o'clock a small fine is imposed. Each broker has assigned to him in the magnificent building a post or pillar near which he stands; Meyer is at post 11, Muller at post 8, Schulz at post 12; everybody knows where to find each one. From the fact that they only meet at one o'clock, they have been able to receive and digest their cables from foreign correspondents, to post themselves as to market conditions and even to draw samples of different lots which may have been offered to them. They come to the Exchange prepared to do business, and it is pleasing to the pride of an American when he sees the effect that follows the news, "America is buying." It is a well-known fact that the people of the United States are the largest drug consumers on earth. We use more drugs per capita than any other nation, civilized or uncivilized, and when those who are not familiar with this fact bring forth statistics that, for instance, the quantity of opium imported into the United States is so much more per capita than for Germany or Belgium, and then draw the conclusion that everything above the proportion consumed by Germany and Belgium is used for illegitimate purposes, I say that these men do not know that we have the happy faculty of consuming drugs to a degree which no other nation does; not only we, but our animals. We dose our cattle and horses to an extent that is unknown in Europe.

One of the things which has made Hamburg such an important market is its free port; there goods can be stored for an indefinite period without the payment of duty. The warehouses there are constructed in the most practical manner. On one side are roadways, where trucks can load and unload, and on the other side are canals where lighters can load and unload, which helps to make the port charges of Hamburg very reasonable compared with those of London and other ports, and these port charges form a very important item in the expense connected with the business. I believe that Hamburg has an advantage that no other port possesses; heavy merchandise, I believe, is handled at less expense than at any other places. These warehouses are let either to individual tenants, who hire them by the year, or anyone can store in this free port any quantity of merchandise at a low rate, so much per barrel per month, etc. All the larger drug houses have their own warehouses, hired by the year, in this free port.

The goods which are shipped to Amsterdam, the more important at least, are offered at public auction, but the Amsterdam auctions are conducted in a different manner; a manner strange, perhaps, to most people in the United States, and in my opinion better calculated to bring a higher price to the seller. They sell goods there at auction by a method called "inscription"; that is to say, the buyer hands in a sealed bid, and the man whose bid is the highest gets the goods. He does not know what his competitor has bid; he is completely in the dark in this respect. It has happened that we bought goods there at a lower price than the price which we were ready to pay, and, again, goods for which we thought we were offering the top notch figure escaped us, much to our chagrin. The goods offered at the auctions are stored in warehouses, and samples may be drawn long before the time of sale, so that brokers may mail them to their foreign principals. For instance, take Cinchona Bark; the bark is offered, samples are drawn, the goods assayed, and samples mailed to us. Then we make our selection and put in our bid (through our broker.)

Now, as to our own city; New York is in one respect the most importand drug market in the world; it is the biggest distributing market. More goods are distributed from New York directly to the consuming trade than from any other place, and prices are dependent more on the conditions of the New York market than on those of any other one point. I have remarked before how happy the Hamburg people feel when they hear that New York is buying. The prices of natural products depend on the supply and demand, and while the question of demand—which I use in the sense of consumption—is pretty well established, the matter of supply is a subject of great fluctuation. When, to name a concrete example, the weather in the North Atlantic is stormy during January, February and March, and in consequence the fishermen are hampered in catching

It's Worth While to KNOW The GILLETTE Safety Razor

Naturally, you make more money when you sell a Five Dollar Gillette than when you hand a cheap make-shift safety over the counter.

Your customer wins, too, for his satisfaction with the Gillette is sure to be many times greater than it would be with the cheap article (usually imported).

But the average customer is inclined, at first sight, to doubt if the extra value is in the Gillette. Here is where, in your own interests, you and your clerks ought to be able to clearly and forcefully show the Gillette's superiority, point by point. **Can you do it ?**

At the recent Conventions we discovered a number of retail salesmen who did not know the advantages of the Gillette's adjustable feature—of the thin blade, gripped rigid in the curved holder—of the Angle Stroke.

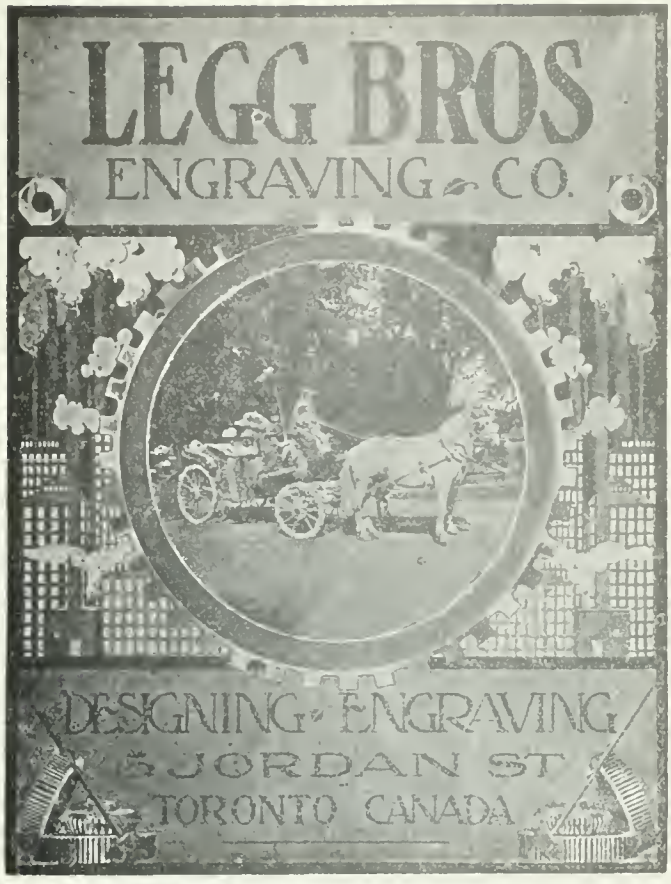
In the stores where these salesmen work, low priced razors, that give little profit and less satisfaction, are being HANDED OUT, where Gillettes might be SOLD. Is your store one of these ?

The Gillette features, clearly understood and skillfully presented, win with every customer who appreciates quality. If your clerks do not thoroughly understand these features, our representative will be more than pleased to make them clear the next time he calls. ASK HIM—or WRITE US.

GILLETTE SAFETY RAZOR CO. OF CANADA, Limited

Office and Factory :
67-71 St. Alexander St., Montreal

TRADE Gillette MARK
KNOWN THE WORLD OVER



Retail Druggists

Increase You Income!

Put in a line of the best known **DOG REMEDIES** in America, and command the patronage of the great body of Dog owners and lovers. Sales certain. Write for complete particulars and recommendations of other druggists.

Dr. Cecil French, 55 French Bldg. **Washington, D.C.**

Canadian Distributors: The Wingate Chemical Co., Montreal, P.Q.

Make Money Selling

The strongest line of the most palatable and effective Lozenges, and well known to the public.

London Hospital Throat Lozenges

(Formulæ of Sir Morrell Mackenzie)

English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per jar 90c.) In lots of 16 jars, $12 80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

English Peppermint Lozenges — Licorice Gum Drops
Ex. Strong Wintergreen Lozenges — Lemon Gum Drops
Pine Tree Tar Cum Drops
English Mint and Liccrice Jujubes

Put up in 5c packages.

When ordering from your Jobber be sure to specify Roworth's. Guaranteed under the Pure Food and Drugs Act. Serial number 1023.

The Roworth Mfg. Co., 85 Maiden Lane, New York

Write for Price List. F O B, N Y Strictly Pure

These goods can be had from any of your jobbers

The Leading Line

Beecham's Pills

- Notice to the Trade -

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion, and the fact that Beecham's Pills are so well-known and valued by the residents who have come from the British Isles, the demand is rapidly increasing, and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price. The following firms are the Distributing Agents:

All Depots and Branches of the National Drug & Chemical Co. of Canada, Limited.
Messrs Lymans Limited., Montreal.
Messrs Lyman Bros. & Co., Limited, Toronto.
Messrs Martin Bole & Wynne Company, Winnipeg.

WHOLESALE PRICES:

Less than one dozen	$2 30 per dozen	less 5%
One dozen	2.20 " "	
Six dozen	2.10 " "	

cod-fish, or when the weather is unusually cold and the fish do not come up in time, or when it is too warm and they go north too early, the catch of cod-fish is diminished, and it is the business of the well-informed buyer to keep posted as to these conditions. Now, we here in New York aim to get all that information, (and we do get it pretty accurately), and we buy or not, according to the information which we have received, based on our experience. Being such large consumers, this makes New York, to an extent that very few people can understand, an all important factor in fixing prices. If we, here in New York, deem it expedient to buy and send in our orders, those orders affect the market decisively. If we hold back in New York, the demand is reduced in a greater degree than from any other source. New York makes the market in a much larger number of articles than one imagines.

In former years New York was the most speculative drug market. We had a large number of brokers here whose sole occupation was the selling of round lots of drugs from one speculator to the other. This is to a great extent a thing of the past, and only a few of these brokers are left. Speculation in drugs in the sense of cornering the market is a thing of the past.

The prices of drugs in general have increased materially, and even our indigenous drugs have become much more valuable, and this is bound to continue. In former years most of our crude drugs came from Germany; women and children and all the unemployed collected drugs. If they could make fifty cents a day during the comparatively short time when drugs can be collected, they were very well satisfied. The peasants, when not actively employed in farming, also collected drugs. A considerable part of the population had no fixed employment, and they made a few groschen or thaler by collecting drugs. But as their work. To-day, very much fewer drugs come the country developed industrially, all these people found employment in factories, and the number of people who collected crude drugs diminishfrom Germany, and the less prosperous countries, ed, and those who continued were paid better for (Austria, Russia, Roumania, Bulgaria, etc.) furnish a large share. In our country a large number of our colored population in the South formerly added considerably to their income by the collection of crude drugs. This is also a thing of the past; they find better paying employment. This is not confined to the blacks alone, but to the "poor whites" in the South, who were also engaged in a large way in the collection of crude drugs. Indigenous drugs have advanced very much, and will never again sell at the low prices which prevailed heretofore.

Aside from the curtailment of production caused by industrial development, the ruthless manner in which the crude drugs have been collected, usually involving the destruction of the plant, is an important factor in the increase of values. South Carolina used to ship more crude drugs than any other State in the Union, but is now shipping only a very small percentage of the quantity it formerly produced. I see only one remedy, and that is the cultivation of drugs. Conservation is impossible; you cannot enact laws to prohibit the collection of certain drugs except in certain months.

The Department of Agriculture is doing splendid pioneer work under the supervision of Dr. True, in the direction of cultivation. It surprised me, when Dr. True, recently in my office, showed me samples of the drugs which his department had grown in Florida, South Carolina, Oregon, Texas and other places. This, though, is another story. I can only touch upon it, as it has a bearing on the commercial end of the business.

In conclusion, I want to say that the buying and selling of crude drugs is a very fascinating business. Aside from the speculative end, which is attractive to all merchants, the scientific side appeals to everybody that is at all interested in his daily work. The man who deals in shoes or buttons or jewelry or umbrellas does not and cannot take the same interest in the merchandise which he sells that the dealer in crude drugs does. The latter is confronted with ever changing conditions, aside from mere price. The field is unlimited; he can buy and sell in all parts of the earth; he comes in contact with people of a higher type and of more culture than the average merchant does, whether he be importer, manufacturer or distributor.

THE ANCIENT GUILD OF GROCER-APOTHECARIES.--A BIT OF PHARMACEUTICAL HISTORY.*

By Leo Suppan.

In rummaging among some old papers not long ago the writer found a note which gives a curious illustration of the intense jealousy with which the old trade and professional guilds guided their rights and privileges. The event to which the note refers will be of interest to pharmacists, for their colleagues of the sixteenth and seventeenth centuries played a conspicuous part therein. It must be premised that from an early period of the middle ages to a comparatively recent time nearly all trades and professions were organized into corporations or guilds, which enjoyed a monopoly of the respective callings that they represented. They dictated the conditions under which apprentices could be taken, the course of training which they had to undergo and the obligations to

*Read at the June, 1911, Meeting of the Missouri Pharm. Association.

which they must pledge themselves before they could become full-fledged members. Having practically full control of the industrial system of the cities in which they existed, it was natural that they should attain to considerable importance and to civic, nay, even political power. These guilds did not hold equal rank among themselves, a fact which was made apparent to the public in many ways, one of which being the order in which they marched in great processions on Saints' day or when a royal or high ecclesiastical personage passed through the cities in the course of a "progress" throughout the country. It is to several occasions of the last mentioned kind that our note refers.

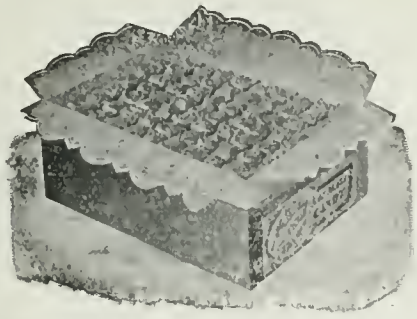
In Paris there existed six great guilds, one of them that of the grocer-apothecaries (epiciers-apotiquaires), composed of those merchants who sold wax, sugar, licorice, spices, electuaries and confections (the epiciers) and the apothecaries proper. This guild was a very important one, for, as early as 1311 it had been constituted by King Philip the Fourth, guardian of the standard of weights of Paris and, in 1322, had been empowered by a decree promulgated by Charles the Fourth, to inspect shops of all kinds two or three times a year and satisfy itself that commodities were being sold to his majesty's loyal subjects by correct weight and measure.

Now it happened that in 1504 a quarrel of some kind took place between the six guilds regarding a question of precedence—we do not know what the circumstances were; but an agreement was patched up by which the grocer-apothecaries were forever to occupy the third place in all public processions. But this convention did not assure perpetual peace, for we find that in 1597, when the Cardinal de Florence, papal legate, entered Paris, bearing absolution for Henry of Navarre, who had not long ago taken the "perilous leap" of espousing Catholicism for the purpose of uniting a distracted France, the old rivalry broke out afresh. On this occasion the guild of haberdashers (merciers) sent an arrogant message to the grocer-apothecaries, declaring that if that guild took precedence in the honor of holding the canopy over the king and queen and the papal legate, the said haberdashers wished it distinctly understood that it was only by their condescending to grant this privilege for the occasion, and that it must not be considered as a precedent, to guide their future ceremonies—a bit of fanfaronade which did not make much impression on the grocer-apothecaries, it seems.

In 1656 the row broke out afresh. In that year Queen Christiana, of Sweden, paid a visit to the court of Louis the Fourteenth, and a grand program was arranged for her reception, in which the six city guilds were, according to custom, to take part. Everything promised to go smoothly, when suddenly a disturbing element presented itself in the form of the marchands de vin, or wine merchants. These announced their intention of taking part in the ceremonies and demanded, as a seventh corporate body, a place in the parade. The regularly constituted guilds were not, as may be imagined, pleased by this show of presumption; but they were desirous of peace at any price, and were inclined to accede to the demand of the interlopers. All but the apothecaries. They objected, and voiced their protest in a fulminating letter, addressed to the public, and couched in the following terms:

"Who are these wine-merchants, these gentry who, it seems, are utterly unable to overcome the itching, which for some time has possessed them to gratify their insensate ambition? Fellows of a trade as abject and disreputable as their drink-

An "Einson" Card.



"Mr. Merchant"

We would respectfully call to your attention the fact that we are the originators and only manufacturers of Chocolate **"BORDO"** in Canada. You have no doubt very frequently been offered a "just as good" kind but don't be deceived. We tell you candidly that there is as much difference between the original that we make and that of other makers as there is between Bananas and Cucumbers and don't you forget it.

We have made this specialty for years, and it cannot be equalled. Get into line with the progressive merchants all over the Country who handle our **"BORDO"** and make at least 60% profit by so doing

The Original and best is the only line that brings the customers back again to your store. Ask for sample.

The Montreal Biscuit Co.

Manufacturers Biscuits and Confectionery

Montreal - - - - - - Canada

EMPRESS OF BRITAIN SOAP

A delicate transparent soap with an exquisite odor. Unsurpassed for delicate and sensitive skins and at the same time leaving a delightful soothing and refreshing effect. Put up in a most attractive form and wrapped in gold foil. This soap is being confined exclusively to the drug trade. Exclusive agency given certain towns to one druggist. Write for Particulars.

The Dominion Soap Co., Limited

Sole Canadian Agents for The Andrew Jergens Co., Cincinnati, O.

HAMILTON = CANADA

Every resouree known to modern advertising has been employed to ensure the success of the Tuckett newspaper and magazine campaign. Unquestionably its effects will be to stimulate sales for the Tuckett line and inerease the profits of the Tuckett dealer. How is your stock? Sufficient to meet the demand?

Tuckett's Cigarettes

In Three Varieties — Retail Prices Quoted.
Tuckett's Club Virginias, 15c for 10
Tuckett's Special Turkish, 15c for 10
Tuckett's T & B, - 10c for 10

Mustard Plasters
"RUEFF"

renowned all over the world for 45 years, in any packing and of any grain at reasonable prices.

Just as reliable as the French Brands

INHALERS always eady for use, t be carried in the pocket.

FABRICK PHARMAC. & CHEM. PRAEPARATE

JULIUS RUEFF
PFUNGSTADT (Hessen) GERMANY
ESTABLISHED 1867

THE GREAT ENGLISH REMEDY

ALWAYS CURE **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Safe, safe and effectual. Sold by all Chemists and Stores at 40c. and $1.00 per box.

Canadian Agents: LYMANS Limited, Montreal

FOR OVER HALF A CENTURY

BROWN'S BRONCHIAL TROCHES

Have been recognized throughout the world as a staple remedy for hoarseness and coughs.

A preparation of simple medicinal substances held in general esteem in the treatment of throat affections caused by cold or exertion of the vocal organs.

The Troches are effective in disorders of the throat and larynx, and an invaluable aid to speakers and singers for allaying hoarseness and irritation of the throat

To sufferers from Lung Troubles, Bronchitis and Asthma, they afford great relief Warranted free from opiates or anything harmful. In boxes only; never sold in bulk

BROWN'S BRONCHIAL TROCHES

Advertising matter sent free to Druggists upon request

John I. Brown & Son, Boston, Mass.

Absolutely Pure!

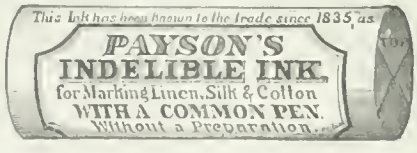
Any Druggist, when he sells or recommends "Mecca" Ointment, does it with a certainty that his customers get full value for his or her money and they will come again and again for it. We will stand behind every jar. All Wholesale Drug Houses or

Foster-Dack Co.
Toronto and Chicago
We invite correspondence

It goes without saying that no stock is complete without

Mrs. Winslow's Soothing Syrup for Children Teething

First introduced in 1849. It is now favorably known and sold all over the world.



THE OLDEST THE BEST

ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

ing shops and taverns, places of such ill-repute that decent persons have been forbidden by law to enter them! Artifice, fraud and rapacity are their characteristics; and at this very time when they are soliciting a union with the six corporations, trying to beguile the religion of his majesty by the most specious pleas—at this very time, we affirm, the guild of grocers has seized twenty-five packages of brandy which these wine merchants represented to be wine and which they were selling without having paid the revenue thereon."

This was more than the wine merchants could stand. They made a sharp rejoinder, including the grocers in their invectives, of whom they said:

"Are they not the gentry who recently sneaked into Paris, past the tax-gatherers, oil casks full of bladders of spirit of wine, and copper vessels, also full of liquor, hidden in loaves of bread?"

Charge and counter-charge both had probably some foundation in fact, for every trade and profession had its rascals, and men were no more honest than they are now.

Perhaps a few words regarding the guild of the epiciers-apotiquaries will be interesting to our readers. Originally there appears to have been little or no distinction between the two classes of tradesmen who constituted the guild. In an old charter of the church of Cahors, dated 1178, we find mention of "apothecaries" (apothecarii); but this term meant simply "retail shop keepers." A writer of the thirteenth century alludes to apothecarii who sold confections and electuaries, roots, and herbs, ginger, cumin pepper and other spices, wax, sugar and licorice, which does not distinguish those merchants from the grocers. In the course of time, however, the authorities felt convinced that the sale of many of the costly substances which were used as medicaments ought to be in the hands of those only who were acquainted with their preparation and use, and in 1484 a decree was issued providing that while the corporation of grocer-apothecaries should remain intact, and every apothecary might sell spices, a grocer could not sell medicaments until he had qualified himself to do so. This decree was in essence a pharmacy law and established the following conditions upon those who would exercise the calling of apothecary: The candidate must serve an apprenticeship of four years and then pass an examination both theoretical and practical. At this examination he must present attested specimens of "preparations in wax and confitures of sugar"; he must also prove his ability to dispense powders, to read and compound prescriptions to recognize and identify crude drugs, and perform other things pertaining to the art of the anothecary.

In a statute enacted in 1511 the difference between grocers and apothecaries was still further accentuated, it being declared that a grocer was nothing but a dealer in spices and other commodities that properly belonged to his trade; and later we find a distinction drawn between apothecaries proper, who prepared and dispensed medicaments, and druggists, who sold crude drugs. Subsequently laws were enacted prescribing a host of precautions to be observed by the apothecaries in the preparation of medicines. One law provided for half-yearly inspections of apothecary shops by sworn juries chosen from the membership of the guild, who were to be accompanied by two physicians chosen by the faculty of medicine of Paris, and it was further ordered that all drugs entering Paris should undergo an inspection by two expert physicians and be passed by them before they could be sold or delivered to apothecaries who desired to purchase them.

It may be remarked that the power conferred upon the faculty of medicine to inspect the drugs sold in the apothecaries' shops was perhaps the chief cause of the many conflicts which subsequently took place between the apothecaries and the physicians, the most famous of which was that which was carried on with such acrimony in the seventeenth century. But that is another story, the telling of which must be deferred to another time.

BUSINESS METHODS IN THE DRUG STORE.

By Ernst O. Engstrom, Pittsfield, Mass.

I have always believed that if you wish to make a success of any business it is necessary to: First, Know as much as you can about it. Second: Love it; and Third, Help it.

The professional knowledge is absolutely needed to make a big success in the drug business, but the commercial knowledge properly applied will help our business to give us the compensation we are worthy of.

Few men have started with less capital and under more difficult conditions than yours truly. When I bought my first store I had $27 in my pocket and obligated myself to pay $5,300. You can realize I was driven to some bookkeeping and finance to steer the ship through the shoals which lie in wait for all business men.

"Necessity is the mother of invention," and I was then obliged to do all my own work, to save clerk hire, I had to devise a system of bookkeeping which would keep me posted with the least expenditure of time.

I hope it will be of some value if I explain how I, even to-day with seven clerks, do all my own bookkeeping in less than one hour a day, with credit sales averaging $600 each month. To the professional bookkeeper mine is undoubtedly a very crude system, but for the druggist who wishes to know his own financial condition at

any time it is simple, and I have found that in settling a fire loss it works to a charm. I use the following:

(1) National Cash Register Book No. 14. Cost one dollar a year. This gives on one page a daily statement of cash and credit sales, the amount received on account and cash paid out by each individual clerk. There is also a place for detailed paid-outs, divided into cash paid for merchandise and for expenses. In forwarding each day's transactions I have at the end of each month, in this book, total cash and credit business done, total cash paid for merchandise and expenses, and total amount received on account. It gives me a clear insight into the condition of my credit business, as total credit sales compared with the cash received on account will prove if I am looking after the collections as I should.

(2) A Check Book, which any bank will furnish free.

All checks which have passed through the bank and are returned as vouchers paid I paste into this check book, each on the stub from which the check was originally detached. Once each month I add together the checks paid during the month, separating them into three classes, checks paid for expenses, cash purchases and for invoices.

The prompt payment of our obligations establishes our credit, and it is not the richest merchant but he who pays when he agrees to who receives the best credit rating. When you cannot discount all your bills it is wise to have a book (pocket size), in which you write in the date you have promised to pay any bill or note. Have a page for each month, then you can see at a glance the date you must meet certain payments. Be sure you do not promise more than you can keep. Consulting this book will help you.

(3) An Invoice Book. Cost about fifty cents. Ruled like a ledger. As the invoices come and after the goods have been checked up, I write in on the left hand page, using a line for each invoice; the date, name of creditor, amount of invoice, and note any errors, as overcharges, wrong additions or deductions for freight, etc. On the right hand page I write the date, the name, the amount and the discount taken, when each invoice is being paid, using one line for each transaction and a separate column for the discounts. I draw a line through the amount of invoices I pay on the left hand page indicating they have been paid.

This tells me if I have paid all my invoices, for instance, of last month, by just looking over the one or two pages of last month. It also gives me the total invoice purchases and tells me if I am buying more or less than I should to keep my stock where it belongs. At the top of the right hand page I write the first of each month the amount I owe for invoices. The total amount of invoice purchases during the month is added to this, and from this sum I deduct the discounts and the total paid for invoices during the month, which tells me how much I am owing and if I am gaining on or increasing my debt for merchandise.

In place of taking a trial balance I draw up the following sample statement, obtained from the data gained from my books mentioned above:

Cash received for sales and on account during the month		$3,319.78
Invoice purchases.....	$1,805.36	
Cash purchases.....	135.36	
Checks purchases.....	320.97	
Checks expenses.....	197.46	
Cash expenses.....	196.50	
Total.....		$2,955.59
Actual gain for myself..... ...		$364.19
Percentage gain for myself...		112.63
Percentage expense.....	20.9	

I figure one third profit on my sales. The discounts, minus what I pay for interest, I naturally also can use in my private life without hurting my business. The per cent. gain as given in this sample statement shows that during the month in question I either bought more than I sold or charged more than I received on account. I find in looking it up that I collected $11.28 more than I charged and that I bought goods enough to sell $3,392.45, therefore the difference is found in the increase in stock.

For charging credit sales to regular customers running a monthly account, I use the ordinary ledger, and for the smaller accounts a National Cash Register loose charge-slip cabinet. Index and folders for this can be bought for less than $2 and any man can provide a box to keep them in.

I take an inventory every two years, and my estimate on how much it should be before we begin has always been within one per cent. of the actual value.

Discounting bills is the best for everybody, and it is nearly always possible. 1 per cent. 10 days net 60 is 7 per cent. a year, 1 per cent. 10 days net 30 is 18 per cent. The wholesale dealers are willing to give better discounts than these to the retail dealers for prompt payment, and the banks will help any business man who has his business well in hand. A certain amount of credit from your banks can nearly always be had for the asking if it is accompanied with a frank statement of the reason for the request. Bank officials will consider you a good business man, and it is the way they make their money. You who do not discount your bills are losing not far from 14

TANGLEFOOT

THE ORIGINAL FLY PAPER

has one-third more sticky compound than any other; hence is Best and Cheapest.

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE

has been such a success that we would like you to know Courses can begin any time. The same diploma is given full particulars to **W. E. HAMILL, M. D.,**

COURSE IN OPTICS

what those who have taken it have to say. Correspondence correspondence students as class room students. Write for **Oculist, Janes Building, TORONTO.**

SPONGES

We are headquarters for Sponges in Canada. Large up-to-date bleachery (the only one in this country) expert bleachers, etc.

Special value this month in Mediterranean Sponges—Silk Toilets, Mandrukas, Honeycomb, Silk Shoe Sponges, Elephant's Ear, etc., etc., etc.

SHAW & EVANS, Montreal

Stationery Assortments

FOR DRUGGIGTS

Are Our Specialty.

McFARLANE, SON & HODGSON, Limited

Wholesale Stationers

14 St. Alexander St. **MONTREAL.**

Keating's Powder

Order your supply of Keating's Insect Powder NOW and be ready for the demand that will come with the early summer.

Keating's is the deadly foe of every form of insect life, but it is harmful to insects ONLY. It is ODORLESS and STAINLESS, and non-poisonous to animal life.

— Made by —

Thomas Keating

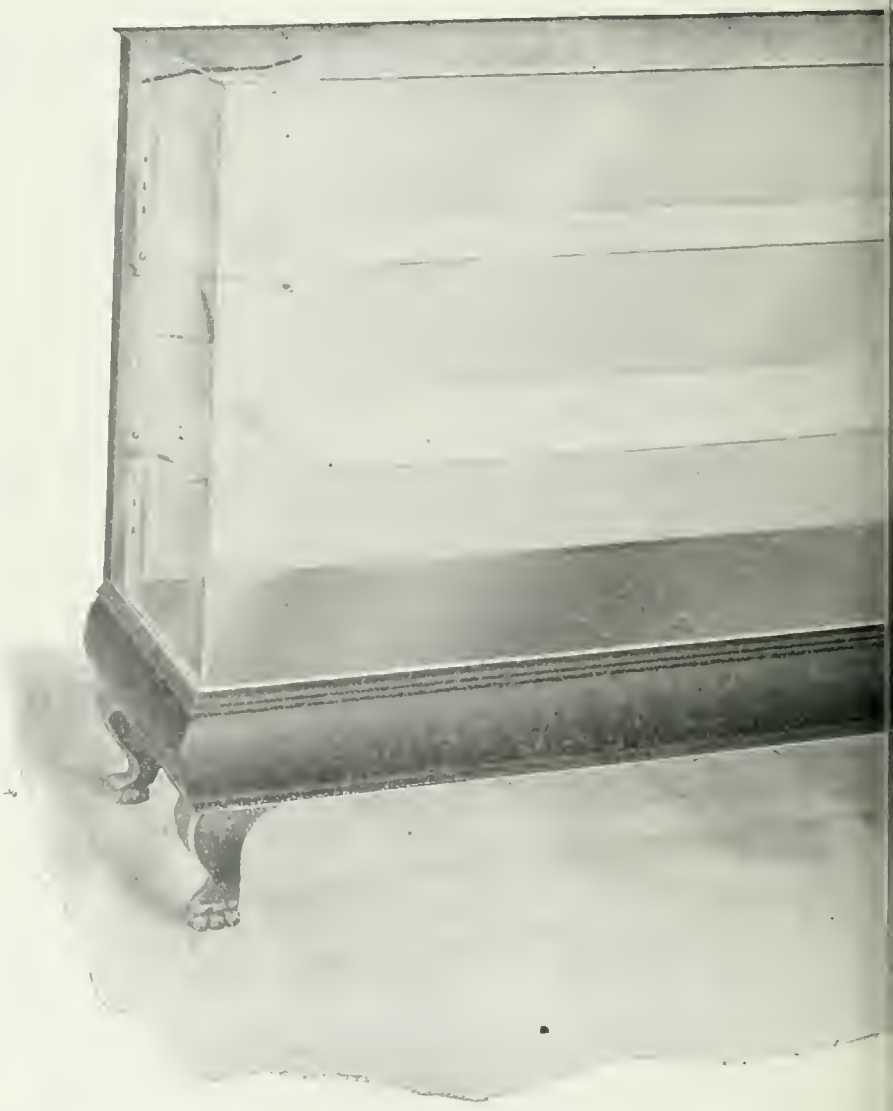
London, England.

Order through your Wholesaler.

SHOW CASES a

Why not have the Bes

Fixtures that are Really F



Kent-McClain Limited

181-199 Carlaw Avenue - - Cor

SHOP FITTINGS

ktured Store in Town?

Class Pay for Themselves.

Toronto Show Case Co.)

of Queen St. East, TORONTO

per cent. on the amount of your purchases for 60 days each year. Doing $10,000 a year business means purchases $6,666 a year or in 60 days $1,111. 11 per cent. on this amount means $156 a year added to your income In seven years time from the day you borrow this money you will have it saved, without any more effort on your part than the asking for it and watching your bills.

Quantity-buying for the sake of getting an extra 5 per cent. or 10 per cent. is often practised at a loss to the retailer. A drug store should be able to turn the stock (not counting fixtures) about three times a year. The average net earning, counting 25 per cent. for expenses, is at least 8 per cent. on the business done, which means 24 per cent. on the value of the stock in trade according to inventory. Consequently goods bought at 5 per cent. discount should be sold in 75 days, and at 10 per cent. discount in five months, in order to give a druggist the average profit he is entitled to receive. If it takes longer to sell such goods quantity-buying is not as profitable as the ordinary purchases.

Many druggists have an idea that all the money they take in is their own, but as a matter of fact 90 per cent. of it must be paid out for goods and selling expenses, and all any of us can consider as our own without robbing our business or creditors is from 8 to 10 per cent. on our gross sale, plus what we can personally earn in our stores as clerks. An easy and very nearly correct estimate of our own earning capacity as clerks in our stores is to find out our daily average sales (this represents the amount of weekly clerk hire the store can pay), from this deduct the combined weekly wages that you pay all your other clerks, and the remainder is what you deserve as your weekly wages.

Every druggist should feel that he is simply manager of a store, and should therefore be as honest with himself as he would be did he have to give an accurate account to other owners. He should never draw any more money than he has rightfully earned, and always remember in making any investments that his own store, which gives him about 21 per cent on the stock and about 16 per cent. on the total inventory of stock and fixtures should have first consideration.

If he does this he will grow in wealth and influence.—The Practical Druggist.

ANOTHER ON THE HONOR LIST.

The Westco lines are one of the last, but not least, to be given the kind consideration of druggists. These goods are handsomely cartoned, low priced, and on price restrictive plan. Give them a show.

A PATENT MEDICINE THAT ANTEDATES CHRISTIANITY.

Of all historical fakes, the most triumphant was undoubtedly Orvietan. This word, although mentioned in Scott's Kenilworth, does not appear in many dictionaries, even medical. The remedy has been forgotten, so to speak, under the name of Venice Treacle. From the time of Nero till late in the eighteenth century, Orvietan was the great panacea, curing everything, and being the sovereign antidote to all poisons, including snake venom. Prominent among its sixty odd ingredients was the powdered flesh of vipers. Known for centuries under the name of theriaca or mithradate, one Lupi, a Tuscan, managed to secure a practical monopoly for his formula, which he named after his native town Orvieto. Several of his followers managed to secure about 1628 the sole right to sell Orvietan throughout the Papal States and a violation of this priceless monopoly was punished not only by a fine of one thousand ducats, but by excommunication!

A cart-tail physician, Deside io Descombes, despite the Papal protection of Lupi, managed to build up an enormous patronage for his brand of orvietan. It is to Descombes that we owe the word charlatan. This word is usually derived from the Italian ciarlare, to chatter, but it seems unlikely that Descombes would care to boast of his oratorical prowess, although it was the sole secret of his prestige. It has been surmised that he derived his pet title from Scarlatto, in reference to the brilliant coat he wore when mounted upon his little stage on the Pont Neuf at Paris. Something really striking in vesture was a necessity, for the Pont Neuf was crowded from end to end with quacks and mountebacks of every description. It is consoling to learn that although Descombes obtained royal approbation and a fee from the queen of one hundred and fifty crowns, he was unable to cajole the Paris faculty of medicine into an endorsement of his methods. The royal approval, however, sufficed to win him a fortune. He finally died of the plague, despite his possession of what should have been a sufficient quantity of orvietan to safeguard him from all possible contagion.

Orvietan finally lost its vogue about 1750, although it is said to be still used in Normandy by a low class of veterinary practitioners. The famous quack remedy is older than Christianity, for it was known long before Galen, who published a formula of his own, containing sixty-four ingredients. The last trace of it existed in the United States under the name of Confectio Damocratis, which old practitioners will recall as an important ingredient of the original Warburg's Tincture. The Confectio was made of turpentine, acacia,

The Nobility Line

The Empress Hot Water Bottle of the Nobility Line is the finest finished Hot Water Bottle in Canada. It is a most beautiful Chocolate colored bottle, which we might easily guarantee five years. One bottle only have we had to replace. This line sells at $3.00 on the price restrictive plan.

The Princess Hot Water Bottle of the Nobility Line is a red Seamless Bottle and is probably the heaviest grade of rubber sold anywhere. It is positively guaranteed for two years, and in two years time we are proud to say we have not had even one returned Bottle. The 2 quart sells for $2.50 and the 3 quart $2.75 on the price restrictive plan.

The Duchess Hot Water Bottle is a red pure gum bottle made of the finest Para rubber. It has given splendid satisfaction, and is sold at $2.00 and $2.25 for the two and three quart respectively.

The Baroness Hot Water Bottle is a peculiarly black ribbed Bottle of splendid wearing qualities, which is put on the price restrictive line in order to give the retailer a large profit at the popular price of $2.00 and $2.25. The percentage of returns on this bottle have been exceptionally small.

The Marchioness and the Countess Hot Water Bottles of the Nobility line are both price protected at $1.50 for the 2 quart and $1.75 for the 3 quart Bottles. The former is a chocolate and the latter a heavy white Bottle which are both guaranteed one year, and the percentage of returns is practically nothing.

Why not put in a line of these goods. They give you practically 100% profit, and you know that no one else can sell them less than you can, and they are guaranteed just as Dixon Wilson ONLY know how to guarantee.

The Nobility Contest is running along merrily, and is proving very exciting, the sale of a few bottles only separate the contestants. Remember there are 12 prizes, so that if you do not get any of the larger ones, you may capture a smaller one.

The following is the standing of the first ten contestants up to March 15th.

1. A. Shand, Simcoe
2. J. A. McKenzie, Toronto
3. J. W. Ricard, Montreal
4. W. E. Armstrong, London
5. L. H. James, London
6. C. R. McBride, Hamilton
7. J. H. Thompson, Brantford
8. C. H. Wilson, London
9. Miss E. E. Davis, Hamilton
10. H. I. Briggs, Orillia

DIXON-WILSON, LIMITED

66 Spadina Avenue Toronto, Ont.

treacle, balm of Gilead, Russian castor, cinnamon, myrth and some sixty other ingredients, making a mixture very like orveitan, except that the flesh of vipers was replaced by the dried bellies of skunks, a doubtful improvement from the viewpoint of either therapeutics or aesthetics.—American Medicine.

CULTIVATE YOUR MEMORY.

One most important feature of success in business, in my judgment, is the cultivation of the memory. I can give you a rule that, if strictly followed in your business life, will cause you to be successful to your fullest expectation.

It is this: When you enter any vocation, learn 10 items or 10 duties. Learn them so thoroughly that nothing can drive them from your mind, then add 10 more, and then another 10, and keep on adding tens, not forgetting the tens that have preceded, until you have thoroughly mastered all the details of the business. Master them so well that no matter when called upon, your mind will respond at once to the call for information.

When you have done this your services will be so highly appreciated that you can command almost any salary, because of your being the rare exception in the great mass of employees.

You realize this means that you cannot give your mind up to the frivolities nor allow it to wander at will in fields that are not memory-building.

You may think this an enormous price to pay, but if you will follow it and the elements that go toward memory building, such as good literature, good music, good company, temperance in all things, you will not only be benefited financially, but you will be getting the finest things, and the best things, the most complete part of a well-ordered, healthy and successful life. Frederick Neudorff.

WHAT IS BEST IN TONICS?

Many people, and perhaps a few physicians, are inclined to consider the terms "tonic" and "stimulant" as more or less synonymous and interchangeable. This, of course, is not the case, although some agents employed medicinally may partake of the properties of both and be properly known as "tono-stimulants." Strychnia, for instance, is a heart stimulant, but may also be considered as a general nerve and systemic tonic when given in small and frequently repeated doses. While a stimulant alone is sometimes indicated in conditions of emergency, its long continuance almost certainly produces an after depression. It is sometimes advisable, however, to give stimulant and tonic together in conditions of serious general depression, the first to "boost" the vitality and the second to hold it at the point to which it has been raised and to restore the general tone of the organism. An ideal combination of this nature is Pepto-Mangan (Gude) to which has been added the proper dose of strychnia, according to indications. This combination is especially serviceable in the convalescence of exhausting diseases such as Typhoid Fever, Pneumonia, La Grippe, etc. It is also of much value when the heart needs support and the general system requires upbuilding. Pepto-Mangan restores vitality to the blood by increasing the number of red cells and the percentage of hemoglobin, and the strychnia assists in rendering the combination a peculiarly efficient general bracer and permanent reconstituent.

INFUSIONS OF DIGITALIS.

Experiments made with infusions of digitalis prepared in different ways and tested physiologically on frogs led to the following conclusions: An infusion of 1 per cent. strength prepared in the usual way contains about 80 per cent. of the active constituents of the drug used; if prepared with great care, about one-third of the water being used to wash the drug after infusion with the remainder, about 84 per cent. of the active constituents can be obtained: if the extracted drug is then again infused only about 1 per cent. more is extracted, making a total of 85 and apparently leaving 15 per cent. of the active constituents in the drug. If the infusion is made of 10 per cent. strength, about 71 per cent. of the active ingredients will be extracted; if a further infusion is then made of the partly exhausted drug, about 11 per cent. more is obtained, again bringing the total to 85 per cent. The fact that a smaller proportion of the active ingredient is extracted in making a 10 per cent. infusion than in a 1 per cent. is not due to the 10 per cent. infusion being nearly saturated, for if a 20 per cent. infusion is made, the same proportion of the active ingredients is extracted as in a 10 per cent. that is a 20 per cent. infusion is twice as active as a 10 per cent. A 10 per cent. infusion can be concentrated to one-fifth of its volume and again diluted to its original volume without loss of strength. A 1 in 1 liquid extract, made with 35 per cent. alcohol, when diluted to a strength of 1 in 10, showed the same activity as a 10 per cent. infusion, or, if anything, slightly greater.—Pharm. Journal.

Throwing thoughts at a man is nothing more or less than throwing something tangible at him. And he catches just what you throw him. It is impossible to throw insincere thoughts at a man and have him catch sincere thoughts.

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Your Profit 100 per cent When You Sell

THE **KILLKORN** SAFETY **CORN SHAVER AND Callous Remover**

Price 50c

Money-back-guarantee Coupon with each Killkorn

This wonderful little invention for human necessity is indispensable in nearly every home.

Sells at Sight **Does the Work**
Brings more Orders
Makes Friends **Makes Big Profits**

In Leatherette case with 2 scientifically tested German Steel Blades

Order from Jobber, $3.60 Doz.

Special Discount Gross Lots

If your jobber cannot supply you, Write to us.

Segal Manufacturing Co.
New York, - - U. S. A.

Wonder Fly Killer

Not a Fly Catcher, But a Fly Killer and Exterminator.

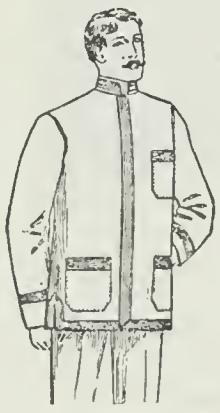
A Decided Improvement over the Old-fashioned Sticky Paper or Fly Pad.

Sure in Action.

Stock Never Grows Old.

There is sure to be a big demand this summer. Why not handle the best and most economical Fly Killer on the market, which by actual test, will kill Black Flies, Mosquitoes, Sand Flies, etc.

Dominion Agent: **Joseph R. Wilson,** 204 Stair Building, TORONTO



"Every Coat we turn out a Winner"

Druggists' & Dispensers' Coats

Your personal appearance will be improved by wearing our made-to-measure coats thoroughly shrunk. We have a large variety of styles and strictly washable materials.

Cut shows Style No. 18, made from any material desired

Write for our swatch card showing styles, materials and prices, free upon request. We can fit you by mail very nicely.

Free Delivery in the United States and Canada

Address:
WEISSFELD BROTHERS
115 Nassau St, New York

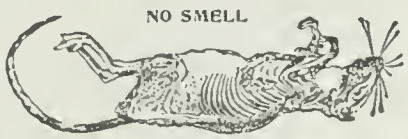
ESTABLISHED 1891

Common Sense Vermine Exterminators

—TWO KINDS—

RATS and MICE

NO SMELL



Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known Retains its strength for years.
Sold in every Country in the World.

Sold by all Jobbers:
TORONTO ONT. BUFFALO, N.Y. LONDON, ENG.

USELESS EXPENDITURE OF ENERGY.

By Oscar Onken, President the Oscar Onken Co., Cincinnati, O.

It takes a mind with a scientific bias to do business to-day without the waste of energy, which always occurs with the "hit and miss" methods of the merchants who cannot see the point straight off, and calculate results, as one computes a problem in arithmetic. The business man of to-day is heir to all the achievements of his predecessors who worked and stumbled and fell again and again on the up-hill road of experimentation. So he is able to look backwards as well as forwards and make deductions and arrive at conclusions. How to stop the leakage in business, how to make more show, how to clean up what was once thought "necessary waste" and make it count, are subjects of studious thought to the student of scientific efficiency. Business to-day is a science, and that big, new, vital and tremendously important subject "The Science of Efficiency" is engaging the best minds to-day, from the heads of great corporations down to the business manager of smaller concerns. Now, some of our leading commercial giants commit the error of always being ahead on big work and behind on what seems the smaller thing, which is frequently the most important, and this means a great waste of energy and loss.

Prejudice against innovation, the fixed habit, and desire to do the thing in the same old way, is the greatest obstacle to the introduction of efficiency. Take the retail merchant, for instance, the "get there" kind. He understands the meaning of efficiency. He knows that his shop must have the best facilities in every department, for the neglect of one important thing would make the rest all lose out.

A splendid line of goods is bought, we will say, and does not sell. The scientific "over man" comes along and investigates, he knows the article is right and should sell. What's the trouble? The clerk has not shown the article, "no one has asked for it." The efficient head has gone past the period of driving his help. The sweat system is decaying fast. It did not pay either side, and the head knows that his happy and well dressed clerk is a big asset.

So the proper medium of display is brought about. Someone's brain has devised just the right fixtures. The head knows just where to put it. The cost of handling goods is reduced. Having a "mark down past season goods" is avoided, by proper display, which causes the goods to sell themselves. Do you see the saving of dollars? If you are a small concern and have not an efficient man, put yourself in possession of the right medium as far as possible. When a man talks new methods, new lines, new fixtures, don't close your ears. Investigate and save time and energy and dollars, by getting in line with the new mediums which bring your methods up to the standard of excellence and efficiency.

The really efficient method of window trimming is using ONKEN Interchangeable Wood Window Fixture YOUNITS. These wonderful fixtures, manufactured by the Oscar Onken Company of Cincinnati, Ohio., cut out the waste and dead matter in your windows, giving them new life and fulfilling their proper mission in this world, which is creating new business.

See our advertisement giving full details on page of this issue.

AN ADVERTISING NOVELTY IN BERLIN.

Louis G. Dreyfus, jr., U.S. consular assistant at Berlin reports that the Luft Verkehrs-Gesellschaft, of Berlin, has recently inaugurated a striking advertising novelty. One of the large dirigible balloons of this company flies over the city every other evening. Magic lanterns placed on each side of the car project advertisements onto a sheet of white canvas fastened on the envelope of the balloon. These advertisements can easily be read from the ground below. The attention of the people on the streets is attracted by the noise of the engine and by electric lights turned on in the car between each advertisement.

This form of publicity is being patronized by many of the important firms of Berlin and Germany, and the cost per night is 100 marks ($23.80). For this sum each advertisement is projected 30 times on to each side of the balloon for a period of 15 seconds.—Amer. Druggist.

POST CARDS, BOOKLETS, ETC.

The attention of our readers is called to the advertisement of the Pugh Specialty Co., Ltd., Toronto, "Canada's largest post card house." This firm make a specialty of these goods and have a line which are admirably adapted for drug stores. Their assortment is large, and the goods are artistic. Travellers of this firm cover Canada thoroughly, and we invite our readers to hold their orders until samples are seen. They are also manufacturers of pennants for colleges, etc. Quotations will be cheerfully given in any lines.

Drug Clerks

DRUG CLERK'S ASSOCIATION.

In a former issue we gave publicity to the National Association of Pharmacologists with headquarters at Columbus, Ohio, and spoke of the excellent work being done in bringing together the drug clerks of the United States in one body for the betterment of the individual.

Another organization of drug clerks is that of the Columbia Drug Clerks' Association, of California, which has now been in existence for ten years, and having passed from the experimental stage, has become a fixed fact and an acknowledged factor in the drug business in that state.

We learn from the Drug Clerks' Journal, which is published by this Association, that this organization has been a valuable help both socially and from a business stand-point. One of the benefits which has been accomplished through the efforts of this Association acting in conjunction with a number of the leading druggists has been the establishment of the "Ten Hour Law" so that drug clerks in California are required to work "not more than an average of ten hours a day, or 60 hours a week of six consecutive calendar days." Through their efforts also an arrangement has been entered into for Sunday closing, whereby of the 200 odd drug stores of San Francisco, the most of them close between the hours of 1 and 5 p.m. and some from 1 to 6 p.m. on Sunday, and the example has been followed by a number of other places throughout the state.

The Association has in connection with it a standing committee known as the "sick committee," whose duty it is not only to visit those who are reported to them in ill-health, but also to see that their necessary wants are attended to, and to make provision for the sick benefit which is $5.00 a week for a period of five weeks. This, together with additional benefits has proved the wisdom of an organization of this kind and has shown what co-operative work can do. Briefly summarized the benefits of the organization secured are as follows:

1. Shorter hours.
2. Better compensation.
3. Financial Sick Benefits.
4. Financial Death Benefits.
5. Sunday Closing.
6. Employment Bureau.
7. Social and fraternal benefits.
8. Representation on Board of Pharmacy.

The brain power developed in a factory counts for more than the horsepower.

APPRECIATED.

The Editor desires to tender his sincere thanks to the officers of the National Association of Pharmacologists for the compliment extended by making him an associate member of that body. We appreciate the compliment and will value the parchment in remembrance of it.

PHYSICAL STRENGTH AND MENTAL KEENNESS.

Few of us appreciate the tremendous influence of the physical body upon one's general mentality. The mind is credited with such a vast influence over the body as to be actually able to cure serious chronic ailments, and I am firmly convinced that it does possess such a power in a few instances. The value, for instance, of cheerfulness and hopefulness can hardly be too strongly emphasized. The value also of a strong determination to accomplish certain results is rarely properly appreciated. I am fully confident that the influence of the body upon the mind is almost equally great. In other words a diseased body cannot possibly create that particular quality of blood which is necessary to thoroughly nourish the brain. Therefore, the brain and the entire nervous system are affected by this impoverished nourishment. Even when every effort of the mind is made with a view of counteracting influences of this kind, you can well understand that the mind would not have the same power as if it were supplied with a different quality of nourishment. A weak body, for instance, cannot endow one with strong determination. The weak body usually means a weak will.

It is clear that any effort that might be made for the purpose of thoroughly developing the body in all its parts, will also enable one to secure rich rewards from a mental standpoint. With a more powerful body you are endowed with a greater degree of mentality. You will have what might be termed more mental force. You will have more "driving power" behind your mental efforts. Your conclusions will be more firmly fixed and you will be more capably equipped to fight for them in the arena of existence.—Bernard Macfadden, in Physical Culture.

OF INTEREST TO THE DRUGGIST.

The Oscar Onken Co., of Cincinnati, Ohio, sole manufacturers and patentees for the ONKEN Wood Window Fixture YOUNITS, for window displaying, have recently issued an elaborate 16-page book. This book shows many new and original window trims covering every line imaginable, from hardware to millinery. A copy of this book will be sent free upon request, and it is well worth sending for. (Please mention this paper when writing.)

The Soda Fountain

SOME HOT SODA NOVELTIES.

More and more druggists are realizing the possibilities of hot soda as a money maker. The expenses are one-quarter those of cold soda, with a corresponding profit. The following formulas represent the selections by wide-awake dispensers of standards and novelties in hot beverages. According to Soda Fountain they have proved profitable sellers :

AVIATION HOT CHOCOLATE

Chocolate Syrup..... .... 1½ ozs.
One Egg.
Cream, Sweet..... .... ¼ oz.

Mix the syrup, cream and egg together in an egg shaker, as in dispensing cold egg drinks, add hot water, and mix by pouring back and forth several times from shaker to mug, or, break the egg into the shaker, beat with a spoon, add the syrup, cream and sufficient hot water, constantly stirring all the while. Strain into a mug and serve with whipped cream.

BEEF BOUILLON

Put up fluid beef in ½-ounce vials and display them on the counter. This will enable the dispenser to keep uniformity when serving the bouillon, as each vial holds just enough to make one cupful of the hot beverage, which will always be of the same strength, thereby securing a great saving for the fountain proprietor. The bouillon from the fluid beef is made in the usual manner by the addition of hot water and seasoning.

PARISIAN CONSOMME

Liquid extract of beef, 1 ounce ; 1 egg ; butter a small quantity. Mix in a mug with several ounces of hot water, stirring until the butter is dissolved. Then fill up with hot water and serve with celery salt.

HOT TOMATO BOUILLION

Extract of beef, 1 teaspoonful ; tomato catsup, 1 tablespoonful ; hot water, enough to fill a mug. Season to taste.

HOT LACTATED BEEF

Aromatic extract of beef, 1 teaspoonful ; fresh cream, 1 teaspoonful ; extract of celery, 1 dash ; hot water, enough to fill an 8-ounce mug. Season with salt and pepper, or with celery salt, and serve with soda crackers.

HOT CHOCOLATE WITH ICE CREAM

A writer in the Confectioners' Journal says : There was a man in Oswego, N.Y., who ran a drug store, so called, but it was really more of a confectionery store, for he handled an immense quantity of candy ; did the largest business in town ; made his own ice cream and specialized on ice cream and soda water. 'Way back in the year 1900 he started what was at that time a startling innovation, serving hot chocolate with a good-sized spoonful of ice cream instead of whipped cream. It took like wild fire in Oswego and spread to some of the neighboring towns. He is still serving it with good results, and is the most popular drink he has. He has made an ice cream of pure cream, and the little of it that melted enriched the drink, but there was always enough ice cream to make two or three spoonfuls for the customer before drinking the chocolate. Druggists and confectioners who hear of it make up their minds it cannot be good, and therefore don't try it, but it is good and well worth a trial at your hot soda fountain.

LOBSTER BISQUE

A pint tin of canned lobster, a pint of water. Let it simmer on a stove for two hours. When very tender rub through a colander. To this add half a pint of milk and season to taste with pepper, salt and paprika and a tablespoonful of sherry. Bring to a boil and boil gently five minutes and set aside to cool. Warm a hot soda mug with hot water. Empty out and pour into the hot cup one and a half to two ounces lobster bisque. Mix with boiling hot water, add a piece of butter the size of a nut. Serve with a spoon and two salt crackers. Hand out seasoning caster so the customer may add additional seasoning to suit his taste.

SOMETHING NEW

It is said, "There is nothing new under the sun" but we ran into a hot drink the other day that was entirely new to us. It was called "Hot Brace," and was made as follows : One-half ounce tomato bouillon, one-half ounce clam-bouillon, one-half teaspoonful beef tea, two drops tobasco sauce, one-quarter teaspoonful East India curry powder. Fill up with hot water. Cut a niche in a small dill pickle and hang it on one side of mug so it is pendent down in the drink. Serve with salt crackers.

HOT MALTED BEEF

Two teaspoonfuls of beef extract in a hot soda mug, two heaping teaspoonfuls malted milk, one ounce sweet cream. Draw a little hot water in mug, rub to a smooth paste. Fill up with hot water. Stir and serve with crackers. Clam and tomato bouillon can also be served in the same way, using one ounce of bouillon instead of the beef extract.

Pure Sterling BRAND True

All "Sterling" Goods are Pure, Uniform and of True Flavor

"STERLING" CRUSHED FRUITS

including Canadian Red Cherries, Maraschino Cherries, "Cream de Menthe" Cherries, Crawford Peach Slices, Pineapple, Strawberries.

Whole Fruits, Chop Suey, Maple Walnut, Etc.

"Sterling" Fruit Syrups, perfect flavor and color. The highest standard of purity and permanency.

"Sterling" Fountain Fruits, the natural aroma and flavor. Prepared from selected ripe fruit by a special process. A complete assortment of crushed and whole fruits.

"Sterling" Lime Fruit Juice, Lime Fruit Cordial, Raspberry Vinegar, Ice Cream Powder.

Tri Cola, a popular fountain beverage, sold all the year round.

—SEND FOR OUR PRICE LIST—

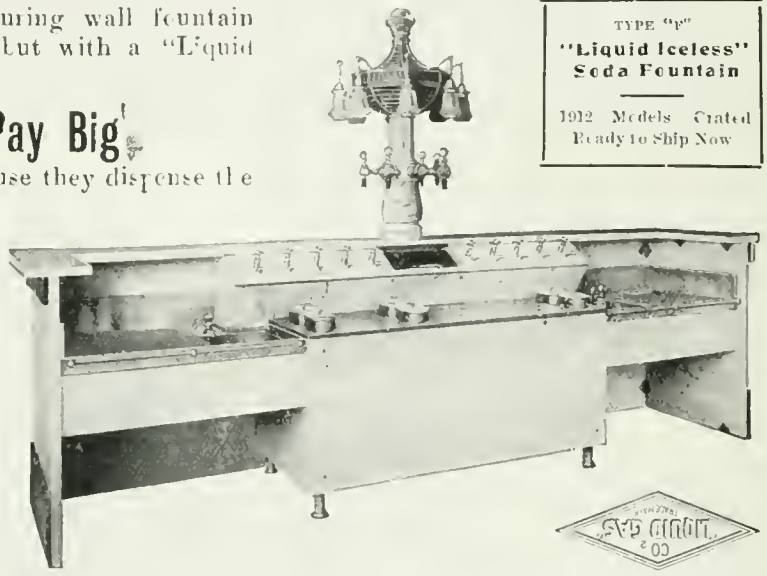
THE T. A. LYTLE COMPANY, LIMITED, TORONTO, ONT.

Opportunity Knocks at Your Door

The coming summer promises to be the greatest season in the history of soda water, and those druggists who have the foresight to install "Liquid Iceless" soda fountains are going to gather in thousands of silver coins they would not get otherwise.

This is your opportunity to put your store on a better paying basis—your opportunity to build up a business that will swell your bank account, gladden your heart, and make life doubly worth living

If you have an old style, ice-devouring wall fountain you can't expect to make much money; but with a "Liquid Iceless" its different.



"Liquid" Fountains Pay Big

They are wonderful money makers because they dispense the cold fresh sodas that attract and hold the trade and use practically no ice for refrigeration, because the salted ice packed around the ice cream one or twice a day is all that is needed to keep the soda water icy cold.

The direct profits on soda water range from 50% to 100%. This alone should induce every druggist to install a first-class soda fountain.

Time Enough Now

It isn't too late to order a "Liquid" now. We have all sizes and styles of stock models ready to ship at once—made when our workmen had the time to make them CAREFULLY and RIGHT. You won't have to wait till we build it, and when you get it you can be sure it is the biggest value that money will buy.

Other houses may promise to deliver at once but their limited capital and small space prevents them from carrying as large a stock as ours and the chances are they would not have what you want

If you order a "Liquid" you will get it promptly and can feel assured that it will be the greatest trouble saver, time-saver and ice-saver ever combined in one soda fountain.

Low Prices---Easy Terms

You do not need a small fortune to buy a "Liquid Iceless" soda fountain. You can select an outfit at any price you think you can afford making a small initial payment and monthly installments out of the profits the fountain earns for you.

There's no reason why you should not have a "Liquid"; it's easy to buy, easy to operate and is a money-making investment.

Let Nothing Stand in Your Way

"Opportunity is knocking at your door." Will you turn her away or will you let her in?

If you haven't room for a soda fountain, MAKE room. Rent part of the adjoining store, cut a door through and put in a "soda annex." Do a little advertising in your local papers to let the public know what you have done and you'll be surprised how the people will respond.

Instead of a sick-room sort of a looking place, your store will become a rendezvous for merry, laughing throngs drinking soda water and buying goods you have on display.

Convince yourself.

Use the Coupon below.

The Liquid Carbonic Company

General Offices and Works: Chicago, U.S.A.
Branches handling Canadian business: New York, Boston, Pittsburg, Chicago, and Minneapolis.

The Liquid Carbonic Co'y

(Address Nearest Branch)

Please send without obligation to me information regarding "Liquid Iceless" Soda Fountain about .....feet long.

Name.....

P.O..... Province.....

HOT COCA COLA.

One ounce of Coca Cola syrup in a hot soda cup. Squeeze in a dash of lemon juice. Fill the cup with hot water. If desired, sprinkle top with grated nutmeg. This is very fine but must be served piping hot.

HOT OLIVET.

Two teaspoonfuls of beef tea in hot soda mug. Slice a couple of pitted olives, or if preferred, olives stuffed with red peppers. Place in a mug. Break into very fine pieces in the mug a saltine cracker. Season to taste. Fill with hot water and serve.

The Southern Drug Journal contributes the following formulas for hot coffee and tea beverages :

HOT COFFEE.

A reputation for serving at all times a good cup of coffee, or a good glass of coffee soda, hot or cold, is gained only by careful personal supervision of making the extract and syrup, the use of good grades of coffee, properly roasted, and above all, of frequently renewing the extract and the syrup made therefrom. The coffee used is a mixture of Mocha, 3 parts ; Old Government Java, 5 parts ; or as some prefer, Mocha, 3 parts; Java, 3 parts, best old Rio, 2 parts.

Coffee freshly roasted and pulverized	100 parts
Boiling water	600 parts

Pack the coffee, moistened with boiling water, in a strainer or dipper, placed in a vessel standing the water-bath at boiling point and let 400 parts of the water, in active ebullition, pass slowly through it. Draw off the liquid as quickly as possible (best into a vessel previously heated by boiling water to nearly boiling point), add 200 parts of boiling water, and pass the whole again through the strainer (the container remaining in the water-bath). Remove from bath; add 510 parts of sugar and dissolve by agitation while still hot. This should make 1,000 parts of syrup of a density of about 35 degrees B., and of exquisite flavor.

The following is based upon Liebig's method of making coffee for table use : Moisten 50 parts of coffee freshly roasted and powdered as before with cold water, and add to it a little egg albumen, and stir in. Pour over the whole 400 parts of boiling water, set on the fire and let it come to a boil. As the liquid foams up, stir down with a spoon, but let it come to a boil for a moment, then add a little cold water, cover tightly and set in a warm place. Exhaust the residual coffee with 300 parts of boiling water as detailed above, and to the filtrate add carefully the new clarified extract obtained by boiling, making the total amount of extract up to 600 parts by adding boiling water. Proceed to make the syrup by the method detailed above.

COFFEE SYRUP.

Mocha Coffee	8 ozs.
Java Coffee	8 ozs.
Boiling Water	8 pts.
Granulated Sugar	10 lbs.

Boil coffee and water together through a suitable filter coffee-pot until 1 gallon of infusion is obtained. Allow it to settle and add the sugar.

TEA EXTRACT.

Tea, any desirable variety	16 ozs.
Glycerin	4 ozs.
Alcohol	8 ozs.
Hot Water	1 pts.
Water, sufficient to make	1 pt.

Reduce the tea to a powder, moisten with sufficient of the glycerin and alcohol mixed, with 4 ounces of water added, pack in a percolator and pour on the alcohol (diluted with glycerin and water) until 12 ounces of percolate have been obtained. Set this aside and complete the percolation with the hot water. When this has passed through, evaporate to 4 ounces, and add it to the percolate first obtained.

KOKO CREME—A POPULAR SODA FOUNTAIN SYRUP.*

By Charles R. Rhodes.

During an experience of twenty years operating a soda fountain in connection with a retail drug store in a small town, the writer has tried numerous syrup formulas under fanciful names, but all have been discarded except one, Koko Creme, which has grown steadily in popular favor since its introduction eighteen years ago.

Believing that a flavor which has proved palatable to many of my patrons for such a long period, might be profitably used by fellow pharmacists in other localities, the formula is cheerfully submitted for the benefit of others who desire to test its merits.

For a glass of soda water mix a sufficient quantity (about 1½ ozs.) of equal parts of chocolate and vanilla syrups and add one-half ounce of pure cream.

In dispensing, be careful to have the flavoring ingredients thoroughly mixed with the carbonated water and serve with a foam.

The syrups are prepared as follows :

CHOCOLATE SYRUP.

Powdered chocolate	8 ounces
Granulated sugar	8 pounds
Shredded gelatin	½ ounce
Water (wine measure)	5 pints

Dissolve the gelatin in the water cold, heat to the boiling point, then add seven pounds of sugar and stir until dissolved.

* Proceedings from the Pennsylvania Pharmaceutical Association.

To this solution add the powdered chocolate, which has been slightly triturated with the remainder of the sugar, boil for ten minutes, stirring constantly with a wooden spoon or paddle. If necessary, add sufficient water previously boiled, to make the finished product measure ten pints and then pass it through a wire milk strainer. Chocolate syrup prepared by this process meets all the requirements for soda fountain use; it is smooth, of proper density, and will not readily ferment. It should be kept in tightly stoppered quart or half gallon bottles and thoroughly shaken when dispensed.

WHIPPED CREAM.

Whipped cream added to a suitable drink is a comparatively inexpensive addition, which adds greatly to its attractiveness and, being appreciated by the customer, the dispenser can well afford to devote the time involved in making and serving it. Special machines have been constructed for whipping the cream, but most dispensers prepare it with an ordinary egg-beater. Genuine whipped cream is nothing other than pure cream into which air has been forced by the action of the different apparatus manufactured for the purpose; care must, however, be exercised in order that butter is not produced instead of whipped cream. To avoid this the temperature of the cream must be kept at a low degree, and the whipping must not be too violent or prolonged; hence the following rules must be observed in order to produce the desired result:

1. Secure pure cream and as fresh as possible.

2. Surround the bowl in which the cream is being whipped with cracked ice, and perform the operation in a cool place.

3. As rapidly as the whipped cream rises, skim it off and place it in another bowl, likewise surrounded with ice.

4. Do not whip the cream either too long or too violently.

5. The downward motion of the beater should be more forcible than the upward, as the first has a tendency to force the air into the cream, while the second tends, on the contrary to expel it.

6. A little powdered sugar should be added to the cream after it is whipped, in order to sweeten it.

7. Make the whipped cream in small quantities and keep it on ice.—Southern Pharmaceutical Journal.

Don't pass by a plain-dressed woman to get to a well dressed one, for two times out of three the plain-dressed woman has the most money to spend.

Formulary

DEPILATORIES.

The active ingredient is usually sulphide or sulphydrate of one of the alkalies or alkaline earths, although the older formulas called for caustic alkalies. In using, these depilatories should be made into thin paste with water, applied in a thin layer to the skin, allowed to remain for a few minutes and then scraped off with a blunt instrument, when the hair will have softened sufficiently to be removed without pain.

The following recommended by Dr. Butte, are taken from Monatschr. fur Dermatologie, through Bull. Phar.

1.—Alcohol..... .....12 gms.
Iodine..... ..... 0.75 gm.
Collodion ....35 gms.
Oil of Turpentine. .... 1.50 gms.
Caster Oil..... .... 2 gms.

Apply the mixture to the part from which the hair is to be removed once or twice daily for three or four successive days, increasing from day to day the thickness of the layer.

2.—Sodium Sulphide, crystallized... 3 parts
Powdered Quicklime..... .... 10 parts
Powdered Starch... .... 10 parts

3.—Powdered Quicklime..... ... ., 1 part
Sodium Carbonate... .... 2 parts
Lard..... .... 8 parts

Apply and remove after two or three minutes.

4.—Barium Sulphide,
Powdered Quicklime,
Powdered Starch, equal parts.

5.—Powdered Quicklime..... .... 8 parts
Potassium Carbonate .... 1 part
Potassium Sulphide..... ..... 1 part

This is known as the "Chinese Depilatory," and when finely powdered, should be kept in a well-closed bottle.

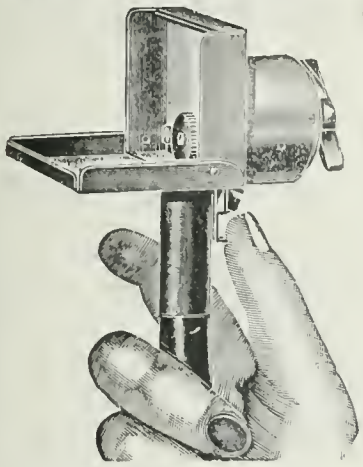
Too long contact with depilatories with the skin should be avoided, as they are liable to cause erosions and even ugly sores. To avoid any bad after-effects, the skin should be thoroughly cleansed, and then anointed with a bland oil.

TO HARDEN BRITTLE NAILS

1.—Oil of mastic..... .... 26 parts
Salt..... .... 4 parts
Resin .... 3 parts
Alum..... .... 3 parts
Yellow wax .... 3 parts

2.—Lanolin .... 10 grams
Zinc oxide .... 1 gram
Calcium glycerophosphate..... ... 1 gram
Sodium arsenate..... ....0.05 gram

Agfa Improved Flash Lamp



Hand Model with Finger Release

A New and Improved Model is now marketed in place of the old lamp with its uncertain safety matches. A spark giving metal has now been substituted which is absolutely unfailing and ready for use at a moment's notice. Many hundreds of sparks can be given without renewing the sparking metal, which, however, can be replaced after being worn out.

For Sale at all Photo Dealers.

Canadian Agents:

HUPFELD, LUDECKING & CO
1 and 3 St. Helen Street Montreal

SPONGES

We are headquarters for Sponges in Canada. Large up-to-date bleachery (the only one in this country) expert bleachers, etc.

Special value this month in Mediterranean Sponges—Silk Toilets, Mandrukas, Honeycomb, Silk Shoe Sponges, Elephant's Ear, etc., etc., etc.

SHAW & EVANS, Montreal

Specially Suitable for the Canadian Climate

BEETHAM'S
La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Frost, Cold Winds and Hard Water, and prevents Roughness, Redness, Irritation, Chaps, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. It Will Keep the Skin in a Perfect condition during the coldest winter

It is a Perfect Protection to the Skin during All Winter Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England
(Through Any of the Wholesale Houses)

ANTI-DUST

is the bane of all other sweeping compounds. None are "just as good," nor can it be imitated, because the formula is a puzzle. You should get a trial tin and try it in your own store. The results produced will prove conclusively that you can handle it successfully.

DEODORIZES AND DISINFECTS

at the same time A clear sweet smell around the store pleases customers. To produce it use Anti-Dust.

We Have Other Genuine Specialties

THE SAPHO MFG. CO., Limited, MONTREAL

Phone East 3179

SAL HEPATICA

REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
Large	" "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-281 Greene Ave.
Brooklyn New York

Canadian Agents
LYMANS, LIMITED, Montreal
THE LYMAN BROS. & CO., Limited, Toronto

GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

Through Jobbers

BRISTOL-MYERS CO.
277-281 GREENE AVE.
BROOKLYN - NEW YORK

CANADIAN AGENTS
LYMANS, LIMITED, Montreal

Patterson's TORONTO Candy

SPECIAL LINES

which should be in every high-class drug store.

"Theatre Chocolates"

"Private Stock" Chocolates

"Chocolates Imperators"

"Chocolates Deliciosos"

(In One-Half and One Pound Packages)

"A Matter of Good Taste"

Write us for terms and proposition if we are not represented in your locality.

THE PATTERSON CANDY CO. = = = TORONTO

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited
TORONTO, CANADA

HORLICK'S MALTED MILK

HOT OR COLD

one of the most popular drinks at the Soda Fountain.

HORLICK made it so.

The past summer has again demonstrated the value of this "food-drink for all ages" as a most popular fountain beverage. The season for hot drink is now at hand. That you may be prepared to serve your customers with Horlick's Malted Milk, we will be pleased to furnish you with attractive advertising material, etc., all charges prepaid, together with instructions for preparing delicious, "come again" Malted Milk drinks.

Horlick's Malted Milk Co.
RACINE, WISCONSIN.

GILMOUR BROS. & CO.
Sole Agents for Canada
25 St. Peter St. Montreal, P.Q.

Pilocarpine nitrate..... ..... 0.1 gram
Extract of nux vomica..... ..... 0.5 gram
Cochineal..... ....a sufficiency

ROSE TALC.

3.—Powdered talc..... ..... 5 pounds.
Oil of rose..... .... ½ drachm.
Extract of jasmine..... .... 4 ounces.

BORATED APPLE BLOSSOM.

1.—Powdered talc..... ....22 pounds.
Magnesium carbonate..... .....2¾ pounds.
Powdered boric acid..... ..... 1 pound.
Mix.
Carnation pink blossom (Schimmel's)..... .... 2 ounces.
Extract trefle..... .... 2 drachms.
To 12 drachms of this mixture add :
Neroli..... .... 1 drachm.
Vanillin..... .... ½ drachm.
Alcohol to .... 3 ounces.
Sufficient for 25 pounds.

PHENOLATED TALC.

Boric acid..... ..... 2 ounces.
Phenol, Crystals..... ..... 1 drachm.
Powdered talc..... ....14 ounces.
Perfume..... ....as desired.

ANTISEPTIC TALC.

Powdered Talc..... ..... 1 pound.
Boric acid..... .. .. 2 ounces.
Salicylic acid... ....2½ drachms.
Oil Eucalyptus..... .... ½ drachm.
Oil Thyme (white)..... ....20 drops.

FLOOR WAXES AND POLISH.

1.—Stearin..... ....100 parts
Yellow Beeswax..... .... 25 parts
Potassium hydroxide..... .... 60 parts
Yellow laundry soap..... ..... 10 parts
Water and coloring matter are added to suit. Heat together until saponification takes place.
2.—Beeswax..... .... 25 parts
Yellow laundry soap... .... 7 parts
Glue..... .... 12 parts
Soda Ash (80 degrees B.)..... .... 25 parts
Water and ochre, a sufficient quantity.

Dissolve the soda ash in 400 parts of water; add the wax and boil down to 250 parts ; then add the soap. Dissolve the glue in 100 parts of hot water, stir in the ochre and mix with the saponified wax.

The following is recommended for light unstained parquette floors :

White wax..... .... 75 parts
Bleached Shellac..... .... 75 parts
Clear rosin (transparent)..... ..... 6 parts
Turpentine..... ....100 parts
Methylated spirit..... ....400 parts

Melt the wax, shellac and resin together, remove from the fire, let cool down somewhat, and add the turpentine with constant stirring. Warm the alcohol carefully to near the boiling point—this must be done on a water bath—Then add to the other mixture with rapid and constant stirring. This preparation should be slightly warmed before applying, and the floor afterwards polished with woolen cloths.

FORMULAS FOR WASHING POWDERS.

Try one of the following. The first preparation may be used as a shampoo powder as well as for general cleaning purposes. It is soluble in water.

1.—Sodium carbonate, dried..... ..... 10 parts
Oleic acid..... .... 13 parts
Mix, and add, all at once, the following solution.
Caustic soda..... .... 2 parts
Water... .... 15 parts
Stir well and pour onto mold. Allow to harden and cut into bars. Shave dry and reduce to powder. An alternative method is to continue the stirring until a granular mass results.
2.—Powdered silica..... .... 60 parts
Sodium carbonate, dried..... ..... 15 parts
Oleic acid..... .... 13 parts
Mix, and add, all at once, the following solution :
Caustic soda..... .... 2 parts
Water..... .... 22 parts
Stir well until the granular powder is formed. Set aside on shallow trays for twenty-four hours in a warm room, and reduce to about a number 40 powder. This preparation is a good scouring soap.
3.—Sodium Perborate..... .... 20 parts
Borax..... .... 25 parts
Sodium Phosphate..... ..... 55 parts
4.—Sodium Perborate..... .... 46 parts
Sodium Pyrophosphate... ..... 54 parts
5.—Soap powder..... .... 25 parts
Powd. Sodium Salicate..... .... 5 parts
Sodium Carbonate..... .... 65 parts
Sodium Perborate..... .... 5 parts

HEKTOGRAPH INKS.

Black.

1.—Methyl violet..... .... 10 parts
Nigrosine..... .... 20 parts
Glycerin..... .... 30 parts
Gum arabic..... .... 5 parts
Alcohol..... .... 60 parts
2.—Nigrosine black..... .... 1 part
Water..... .... 14 parts
Glycerin..... .... 4 parts
This will make a black ink suitable for use with the hektograph. In order to make it copy add more glycerin, gum arabic, or sugar.

Blue.

Resorcin blue, M..... .... 10 parts

Dilute acetic acid	1 part
Water	85 parts
Glycerin	1 parts
Alcohol	10 parts

Dissolve by the aid of heat.

INKS FOR SHADING PEN.

The essential feature in the ink for use in a shading pen is simply the addition of a sufficient quantity of acacia or other mucilaginous substance to impart a proper degree of consistency to the ink. A mixture of 2 parts of mucilage of acacia with 8 of ink gives about the required consistency. The following formulas will probably be found useful: (National Druggist.)

1.	Water-soluble nigrosin	1 part
	Water	6 parts
	Mucilage acacia	1 part
2.	Paris violet	2 parts
	Water	6 parts
	Mucilage acacia	2 parts
3.	Methyl violet	1 part
	Distilled Water	7 parts
	Mucilage acacia	2 parts
4.	Bordeaux red	3 parts
	Alcohol	2 parts
	Water	20 parts
	Mucilage acacia	2 parts
5.	Rosaniline acetate	2 parts
	Alcohol	1 part
	Water	10 parts
	Mucilage acacia	2 parts

CEMENT FOR MEER-SCHAUM.

Make a thick paste of kaolin and solution of shellac and to this add sufficient burnt magnesia to make a thick dough. This must be done when the cementing is to take place. The mass unites the parts firmly and in appearance is very like meerschaum.

QUASSIA SPRAY.

The following variety of this spray is from a French source:

Quassia extract	30 parts
Camphorated oil (10 per cent.)	20 parts
Soft soap	100 parts
Alcohol	50 parts
Water to make	1000 parts

MASTIC CHLOROFORM

Mastic	65.00
Chloroform to make	100.00

Dissolve and decant clear liquid. Use for temporarily filling decayed teeth. Apply to cotton and insert in the cavity after carefully cleansing it. A small portion of phenol may be added.

PHENOLATED RESIN

Phenol	35.00
Resin	45.00
Chloroform	20.00

Rub the phenol with the resin, transfer to a bottle, add chloroform and shake until dissolved. Used on cotton for temporarily filling cavities of decayed teeth. Thoroughly clean tooth before inserting.

TOILET LOTION (quick drying).

1.—	Glycerin	3 fl. ounces.
	Alcohol	3 fl. ounces.
	Rose Water	10 fl. ounces.

Orange flower water may be substituted for the rose water, if desired. Mix and tint with a solution of cochineal.

2.	Tragacanth, powder	60 grains
	Borax	60 grains
	Ammonium chloride	120 grains
	Glycerin	3 fl. ounces
	Water	13 fl. ounces

Triturate the tragacanth with glycerin to a smooth paste; dissolve the borax and ammonium chloride in a portion of the water, filter the solution and mix it with the glycerin and tragacanth and the remainder of the water and incorporate by agitation a sufficient quantity of extract to perfume.

BLUE LACQUER FOR WHITE METALS.

Articles of tin, zinc, iron, etc., can be given a blue appearance of any desired shade by varnishing them with the following: Dissolve 5 parts of white shellac in 5 parts of strong alcohol. In another vessel dissolve 1 part of borax in 4 parts of water, and bring to a boil. After letting boil for a moment add the alcoholic solution under rapid and constant stirring. To the boiling liquid now add sufficient methylene blue to give the desired shade. Let cool down and apply the varnish to the metallic surface, with a pencil or rag. On steel the varnish closely imitates the blue produced by heating.

TO BLEACH BONE AND IVORY.

Bone and ivory may be readily and permanently bleached by placing the articles to be treated in the following solution: Twenty-five grains of pure zinc white are covered with 40 cubic centimeters of water and 50 cubic centimeters of concentrated sulphuric acid gradually added; 150 cubic centimeters of hot water are then poured in, and with constant stirring, ammonia in just sufficient quantity to redissolve the precipitated hydrate at first formed, avoiding, however, an excess. A solution of copper sulphate is then added, until the yellow tint of the liquid has changed to a bluish white. The objects must remain in the liquid several days, after which they are well rinsed with water. Old bone or ivory which has got yellow by age can be permanently bleached by this means, and the articles are capable of taking high polish.

Coca-Cola

This Season's Advertising

Bigger and better than ever.

Something over $600,000 to be spent this year to introduce new thirsts to the delights of Coca-Cola—and to keep the millions of others reminded.

We think each year that we've just about reached the limit of *powerful* advertising—and each year we find a more effective style or a phrase or a fundamental idea that makes the copy stronger than ever. *This* year we've surpassed ourselves; nobody can read this matter and fail to lay down his—nickel for

Coca-Cola

TRADE MARK REGISTERED

There's not a medium in all America of any real advertising value that we are not using to create business for this delicious beverage and, therefore, sales for all soda fountains serving the genuine.

Posters, painted bulletin boards and walls, street cars, magazines (black and white pages and colored covers), farm journals, class publications, newspapers, newspaper supplements, medical publications, novelties, window and fountain trims, store signs — everything to transfer the nimble nickel from the consumer's pocket to your cash register.

And You?

Are you reaping where we sow—Are you serving Coca-Cola—Are you pushing it—? *Don't* you want window display (our new one) this year?

Order From Your Jobber

THE COCA-COLA CO. ATLANTA, GA.

1 D

Whenever you see an Arrow think of Coca-Cola.

Toronto, Ont., and Atlanta, Ga. **COCA-COLA is made in Canada**

Your Window
is Your
Best Display.

Try a Display of

LYMAN'S TRANSPARENT GLYCERINE SOAP

TWO SIZES: Crystal Rose at 80c doz. or $9.00 gross.
L. B. C. Rose at $1.00 doz. or $11.00 gross.

Window Displays
Always Bring
Repeat Orders

The Lyman Bros. & Co., Limited
Wholesale Druggists - - - - Toronto.

Our Salesmen Are Now Covering Canada with Xmas Line.

Post Cards, Booklets, Etc., Etc.

See our Booklets at $4.50, $10.00 and $20.00 per M. The best values in the trade are in our collection, We are covering Canada thoroughly, every town of 800 population or over will be visited. Don't buy till you see the range. It will pay you to wait.

Pugh Specialty Co., Limited.
Toronto, Canada.
Canada's Largest Picture Post Card House
We also make Felt Pennants. Ask for quotations.

The Dewsbury Ice Cream Freezer and Ice Crusher
NO PULLEYS OR BELTS
These machines are built unusually substantial. They are in 20 and 40 quart sizes. The 40 quart runs fast and slow on A.C.
Write to-day for Circular
R. A. DEWSBURY
220 N. Morgan St. CHICAGO

Trade Notes

BRITISH COLUMBIA.

George Fraser is opening a branch store at Lytton, B. C.

A. U. Weberg is opening a new drug store at Kerrisdale, B.C.

F. R. Perry, druggist, at Calgary, Alberta, has sold his business.

E. E. Barker will open two new drug stores in South Vancouver, B.C.

Burns & Cairns will open a new store on Granville St., Vancouver, B.C.

M. W. Copeland has taken over the Abbotsford Drug Store, Abbotsford, B.C.

E. T. Abbott has purchased the drug business of J. W. Curry, Armstrong, B. C.

J. W. Curry, druggist at Armstrong, B. C., is reported to have sold his business.

The Owl Drug Co., Ltd., is opening a branch store at Powell St., Vancouver, B.C.

W. L. Torrance has taken over the business of Merritt & Reed, in the English Bay Drug Store, Vancouver, B.C.

Brown & Dawson have opened a new drug store at the corner of Cedar Street and 4th Avenue, Vancouver, B. C.

Vancouver Drug Co. is moving from its present stand to the corner of Hastings and Richmond Sts., Vancouver, B. C.

Le Patourel & McRae are giving up their present premises, and will open on the corner of fourth and Trafalgar Sts., Vancouver, B.C.

MANITOBA.

G. McCullough has succeeded N.J. Halpin, at Brandon, Man.

Birtle Drug Co. have purchased the business of Stevenson Speer, Birtle, Man.

W. A. Robertson & Co. have purchased the drug business of F. J. Scott, Brandon, Man.

Munn's Pharmacy is the name of a new drug business which has been opened in Winnipeg, Man.

Jas. Moir has purchased the drug business of Colcleugh & Co., corner Wellington and Simcoe Sts., Winnipeg, Man.

NEW BRUNSWICK.

J. F. Bardsley, druggist, of St. John, N. B., is offering his business for sale.

NOVA SCOTIA.

T. J. Barron has taken charge of the Glace Bay Pharmacy, Glace Bay, N. S.

ONTARIO.

L. Stevenson, druggist, at London, Ont., has sold his business.

R. D. Delvin has purchased the drug business of V. Keeley, Cobalt, Ont.

George Dale has purchased the drug business of J. B. Dale, Wyoming, Ont.

R. J. Crosley has purchased the drug business of G. W. Brant, Smithville, Ont.

W. O. Wilson has taken over the drug business of J.F. Taylor, Queen St. W., Toronto.

R. C. Porter has started a new drug business at 244 James St. north, Hamilton, Ont.

Tamblyn, Limited, has purchased the drug business of Howell & Co., Dundas St., Toronto.

H. F. Morrow has opened a new drug store at cor. Main St. and Sherman Ave., Hamilton, Ont.

The Chemists Co. of Canada, Hamilton, have moved their laboratories and warehouse to Toronto.

J. S. Gordon has taken over the drug business of A. E. Long, Gerrard and Sumach Sts., Toronto, Ont.

A. H. Walton, recently of Toronto, has purchased the drug business of J. A. Wallace, Brantford, Ont.

QUEBEC.

H. Lanouette has purchased the drug business of S. Gilbert, Montreal, Quebec.

Cosgrain & Primeau are the new proprietors of the Pharmacy Lachance, Montreal, Que.

J. A. Asselin has purchased the drug business of H. Lanouette, Point St. Charles, Que.

H. E. Walley has opened a drug business at corner Mance and St. Viateur Sts., Montreal, Que.

Moizard Freres have registered in Montreal, Que., as wholesale and retail dealers in pharmaceutical products, etc.

SASKATCHEWAN.

G. G. Brant has disposed of his drug business at Kindersley, Sask.

Mrs. T. B. Christina Willey, of Saltcoats, Sask. dealer in drugs, has commenced business at Bredenbury, Sask.

E. H. Griffiths, of Winnipeg, Man., has taken over the W. H. Morison Drug Co., Canora, Sask., which will hereafter be known as the St. John's Pharmacy, Canora, Sask.

ANNUAL MEETING.

The annual meeting of the Lyman Bros. Co., Limited, was held at the company's office on Thursday, March 6th. The report of last year's business was very satisfactory. The officers for the current year are:

President—Mr. Henry H. Lyman, Montreal.

Vice President and Managing Director—Chas. McD. Hay.

Secretary-Treasurer—Jas. Watt.

LYMAN-KIRKBY.

A very pretty but quiet wedding was celebrated at the church of the Transfiguration in New York on Thursday afternoon, March 11th, when Miss Florence Holwell Kirkby, daughter of Rev. and Mrs. L. Holwell Kirkby, was united in marriage to Mr. Henry Herbert Lyman, President of Lyman's Ltd., wholesale druggists, of Montreal. The ceremony was performed by the bride's father, assisted by the Rev. Dr. Houghton, rector of the church. The bride, who looked very charming in a gown of white satin draped with old point lace, with veil and orange blossoms, and wearing a pearl and diamond necklet, the gift of the groom, and carrying a bouquet of lilies of the valley and orchids, entered the church on the arm of Mr. J. Archibald Murray, the clergy entering from the vestry at the same time preceded by the processional cross and followed by the groom and best man, the organist playing the wedding march from Lohengrin. At the conclusion of the service the bridal party proceeded down the aisle preceded by the ushers, Mr. Walter Lyman and Mr. Sydney Lyman, brother and nephew of the groom, the organist playing Mendelssohn's wedding march. The maid-of-honor, who looked charming in a gown of white satin with picture hat, and carrying a bouquet of bridal roses, was Miss Ellice Holwell Kirkby, sister of the bride, and the best man was Mr. Arthur Lyman, cousin of the groom. The groom's present to the maid-of-honor was a diamond pendant, and the best man and ushers received pearl and diamond pins.

After the ceremony a delightful reception was held by the parents of the bride at the National Arts Club, Gramercy Park, which was beautifully decorated with smilax and American Beauty roses.

Mr. and Mrs. Lyman will sail on the "Princess Irene" for Algiers on a prolonged wedding trip to Europe, and on their return in September will take up their residence at Thornhill, McTavish Street, Montreal.

SWEET OIL REFINED.

A food decision of the United States department of agriculture is as follows:

"From time to time this department has received inquiries asking whether or not it is permissible under the food and drug acts to label cottonseed oil as 'sweet oil.' Investigations have shown that some samples marked 'sweet oil' consist of cottonseed oil or a mixture of olive oil and cottonseed oil. A careful consideration of the subject leads to the conclusion that the only oil to which the term 'sweet oil' may be correctly applied is olive oil.

"It is held, therefore, that any oil other than olive oil is misbranded when sold under the name 'sweet oil.' It is not correct, for example, to label cottonseed oil as 'sweet oil' and then elsewhere on the label to describe correctly the true character of the oil."

WINDOW BACKGROUNDS.

Materials without number have been used for show window backgrounds. And no matter what these materials may have been, nor how attractive and efficient they may have proved, in many cases the result has been that with the newness gone the store management has tired of their appearance and adopted some other material, this in turn to be superceded by something different.

This periodical change in backgrounds entails no small expense; therefore, it seems reasonable to assume that any satisfactory background finish that can be readily changed at small expense should be welcomed.

We refer to a modern show window finished in the background and ceiling panels with what appears to be quarter-sawed oak stock. In reality, these panels are of compo board, lined inside and out with grained papers in imitation of rich mission wood. The floor is treated in similar manner. Even the window dividers are covered with the same material.

A SOURCE OF IDEAS.

"I only recently began to read trade paper advertising," said a dealer not long ago. "I kept the ads more as a directory of the trade. But nowadays there's getting to be such live business like stuff in some trade paper advertising that I feel I am missing something if I don't look them over."

This dealer went on to say how he once got an idea from a live trade paper ad that induced him to alter his basic scheme of doing business. "Some advertisers are hiring people to write their trade paper ads who have such good ideas that I would feel delighted to take them out to lunch and ask their advice about various matters. And my trade paper is more valuable to me because so many of its ads are so full of real ideas." — Printer's Ink.

The man who doesn't get some comfort and some enthusiasm out of his daily work is in a bad way.

Earnestness is the best gift of mental power, and deficiency of heart is the cause of many men never becoming great.—Bulwer.

What we call initiative in a business man is called skill in a great surgeon. It is knowing the next move and making it at the right moment.

FOR $21.00 NOW

You Can Buy a Small Set of

A prize window trim made with only a part of the YOUNITS in Set No. 5, made by Sennel's Central Drug Store, of Lehighton, Pa.

ONKEN
INTERCHANGEABLE WOOD WINDOW FIXTURE
YOUNITS

Patented 1911 in United States and Foreign Countries.

For the accomodation of Druggists who have limited window space, I am making a small set of my YOUNIT Window Fixtures to meet their wants.

This small set will do the same service as the large set only of course on a smaller scale.

No matter what size windows you have, my YOUNIT Window Fixtures will enable you to build most beautiful window displays in a few minutes. Window Displays that will attract into your store additional trade.

My Window Fixtures simplify window trimming by economizing your time.

With my set of Window Fixtures you have at your command unlimited possibilities for HUNDREDS and HUNDREDS of original and effective trade-pulling window treatments that are positively impossible with hundreds of dollars worth of metal or any other wood Fixtures.

Both my Drug Sets can be had in either weathered, golden or antique oak, all in a soft mellow waxed finish.

Each set is put up in a HARDWOOD HINGED LID STORAGE CHEST (oiled finish). A beautiful Book of Designs full of original window trims made with each set; sent free with each set sold.

Shipments made at once.

W. PENNINGTON

Dealer in
Drugs, Chemicals, Stationery, Photographic Supplies, Fancy Goods

Moosomin, Sask., July 20, 1911.

The Oscar Onken Co., Cincinnati, Ohio.

Gentlemen :—

The case of Wood Window Fixture YOUNITS arrived yesterday, and have opened same. I am more than delighted with the possibilities of what can be accomplished with them. Yours truly,

W. Pennington.

My Two Sets :

Set No. 5. 140 YOUNITS. Large enough for two windows and inside store use .. **$35.00**

Set No. 5½. 88 YOUNITS. Large enough for one window..... **$21.00**

Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the southern Canadian Border.

Shipments made at once.

THE OSCAR ONKEN CO.

Established 32 years

736 Fourth Ave.,
Cincinnati,
Ohio,
U.S.A.

Order through your JOBBER or DIRECT

The Oscar Onken Co., 736 Fourth Ave., Cincinnati, Ohio.
Send me your Window Fixture Booklet .....
Firm .....
City .....
Business .....

33

The Drysdale Co. Inc.

Chicago New York

Offer to the Canadian Trade through

The Sutcliffe Co.

Toronto

A select line of

Photogravure; Post Cards, 7 x 9 Ideal Heads, Mottoes, Scenery, Etc.

Plain Photogravure and Hand Colored

Hand Colored Envelope Sockets, Christmas Folders—
dainty and unique,
and reasonably priced.

A sample assortment will be submitted on approval at trade prices to merchants addressing us on their printed stationery.

Cards Cards Catchy Cards

Cards suitable to the Drug Trade.

Post Cards with a value.

Cards that don't go cold over night.

Cards that will be the admiration of your clientete—as well as Drawing Cards to your store.

Cards that for the handling your store will be more attractive—more profitable.

A Card Rack that will show cards as they should be shown, will cost you $6.00. It's the best we know of, has 64 pockets, stands 36 inches high, occupies 20 inches of space—actual measurement 16 inches.

Let us supply you with a Stand and a $15, $25 or $35 assortment, which we will prepay to destination in Ontario, or prepay and charge half express elsewhere in Canada, or same conditions with a $50 assortment and we will supply stand free to any new account

The Sutcliffe Co.

Canadian Distributors of
CATCHY CARD CREATIONS.

77 York St. : Toronto

Why This Success?

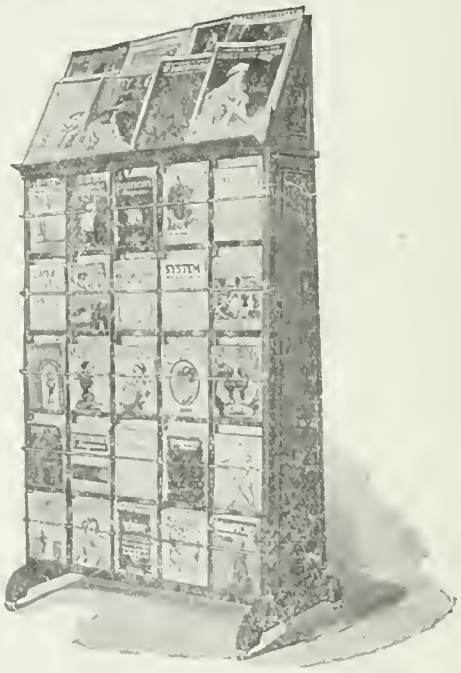
LESS THAN four years ago we began the manufacture of Post Card Racks with a capital that represented but little more than the cost of this ad. To-day there are more than 20,000 stores using our Display Cabinets. Why this succes? Not because we are the only concern in the bnsiness, but because we have studied deeper and more thoroughly the retailer's conditions; we have given him fixtures that he needed and had a use for.

We are now building 125 different Display Racks. We can surely show you something that will meet a need in your store.

Write for our Catalog TO-DAY.

The Gier & Dail Mfg. Co.

Lansing, Mich.



The Lansing Carry-All Cabinet
Each Pocket holds 25 Magazines, fed forward by an automatic arm.

Fancy Goods and Stationery

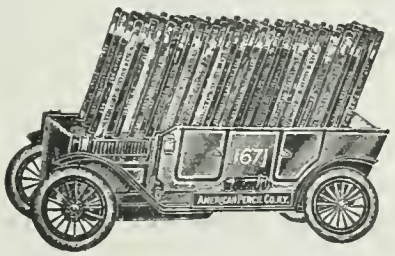
THE SALE OF FOUNTAIN PENS.

A line which is largely handled by druggists, but which requires more than ordinary attention is that of fountain pens, it being not merely the act of handing out an article, unless it is specified, but also to understand the pen, and be able to offer expert advice in regard to it. As fountain pens are now sold at a very large range of prices so that any one may be able to purchase, they have been recognized as a general necessity, and the druggist who makes a careful display of these, both in the window and in the show-case, will, no doubt, reap the benefit.

The many makes of pens now on the market offers an excellent assortment, both as regard style and prices, and it would be well not to confine one's stock to any particular line, thus being able to meet all demands.

LEAD PENCILS.

School children will be attracted by the pencil assortment shown above. The automobile box is striking enough to attract attention, and the



pencils contained in it are all rubber tipped and finished in assorted colors. Buntin, Gillies & Company, Limited, Hamilton and Montreal, have added this line to their range of school goods.

THE DRUGGIST'S OPPORTUNITY.

In the Bax Will Form, advertised in another page, one has a specialty that lends itself very completely to the business of the druggist.

This Will Form is carefully drafted along safe legal lines, and made so complete that one does not require to call in the services of a lawyer in the making of one's "last will and testament," and this is something no one should neglect, be their estate large or small. It is sold at 35 cents and admits of a nice profit to the trade.

As a ready selling specialty it has been well tested out by druggists in many different parts of the country. It is largely advertised in leading newspapers all over the Dominion, and the publishers are making a special advertising proposition to local druggists who will take hold of this form.

POST CARDS AS A SIDE LINE.

Post cards constitute one of the best if not the best side line to a drug store, says H.E. Mason in a paper read before the Tennessee Phar. Assn.

In the first place nothing pays a better profit to the amount invested than do post cards. And again they are so easily handled, very little time and trouble being required to sell them. They should be displayed on suitable racks, showing every different kind, so that customers can easily make their selections.

People naturally go to the drug store for stationery anyhow, and so the druggist can control the post card business if he will give it but just a little attention. Different kinds of cards may be handled, but local views are the best because they sell better and bear a bigger profit. A nice local view card can be bought in 500 lots at 65 cents per 100 and can be readily sold at 3 cents each or two for 5 cents, giving a profit of 300 to 350 per cent. Any town can get up a good selection of local views, such as the court house, churches, main streets, falls, springs, etc. Druggists should have their cards printed with themselves as publishers, as this serves as quite an advertisement to the druggist, as many people to whom cards are sent will call to buy cards themselves when possibly they have not before been customers of yours. This then gives you a chance to interest them in your general line, and thus a new customer may be gained.

Again, every town has its visitors all during the year, and a druggist wants to get acquainted with all new comers as soon as possible. When a visitor reaches town they will at once send a card back home, preferring most always to use a local view card, and thus get you in touch with all new comers at once, and should they need any drugs while in town they will remember the druggist where they procured the post card and thus he will stand a chance to get his trade. So it will be seen that post cards should be handled by druggists, not only for the profit made on the cards themselves, but also for the trade brought in other lines.

Another important reason why the druggist should handle post cards, is, that if they are properly arranged, in an attractive manner, the attractiveness will draw the attention of passers by who possibly have no intention of buying a card but will come in to see the display and will possibly buy something else that he would not have bought or thought of stopping to get had it not been for the attractiveness of the display. Thus it can be seen that the druggist should keep his stock clean and attractive.

CONVENIENT INVOICE TABLE

The followi ng table showing at a glance the individual cost of an article as computed form the dozen price will be found useful.

The first column indicates price per dozen, the following eleven columns the price for the number of packages indicated by the figure above. Thus, at $8.50 per dozen, nine will cost $6 37 1-2. Should the dozen price be other than in first column, say $11.00, the price may be found by adding the cost per article of a $5 and $6 article ; thus three would be found to have a value of $2.75, etc.

Dozen	1	2	3	4	5	6	7	8	9	10	11
$0.10	$0 00 5/6	$0 01⅔	$0 02½	$0 03⅓	$0 04⅙	$0 05	$0.05 5/6	$0 06⅔	$0.07½	$0.08⅓	$0 09⅙
.15	.01¼	02½	.03¾	05	.06¼	.07½	.08¾	.10	.11¼	.12½	.13¾
.18	.01½	.03	.04½	.06	.07½	.09	.10½	.12	.13½	.15	.16½
.20	.01⅔	.03⅓	.05	.06⅔	.08⅓	10	.11⅔	.13⅓	.15	.16⅔	.18⅓
.25	.02 1/12	.04⅙	.06¼	.08⅓	.10 5/12	.12½	.14 7/12	.16⅔	.18¾	.20 5/6	.22 11/12
.30	.02 ½	.05	.07½	.10	.12½	15	.17½	.20	.22½	.25	27½
.35	02 11/12	.05 5/6	08¾	.11⅔	.14 7/12	17½	.20 5/12	.23⅓	.26¼	.29⅙	.32 1/12
.40	.03⅓	.06⅔	.10	.13⅓	.16⅔	20	.23⅓	.26⅔	.30	.33⅓	.36⅔
.50	.04⅙	.08⅓	.12½	.16⅔	.20 5/6	.25	29⅙	.33⅓	.37½	.41⅔	.45 5/6
.60	.05	.10	.15	.20	.25	.30	.35	.40	.45	.50	.55
.70	.05 5/6	.11⅔	.17½	.23⅓	.29⅙	.35	.40 5/6	.46⅔	.52½	.58⅓	.64⅙
.75	.06¼	.12½	18¾	.25	.31¼	.37½	.43¾	.50	.56¼	62½	.68¾
.80	.06⅔	.13⅓	.20	.26⅔	.33⅓	40	.46⅔	.53⅓	.60	.66⅔	.73⅓
90	.07½	.15	.22½	30	.37½	.45	.52½	.60	.67½	.75	.82½
1.00	.08⅓	.16⅔	.25	.33⅓	41⅔	.50	58⅓	.66⅔	.75	.83⅓	.91⅔
1.25	.10 5/12	.20 5/6	.31¼	.41⅔	.52 1/12	.62½	.72 11-12	.83⅓	.93¾	.104⅙	1.14 7/12
1.37½	.11 11/24	.22 11-12	.34⅜	.45 5/6	.57 7/24	.68¾	.8[illegible] 5/24	91⅔	1 03⅛	1 14 7/12	1 26 1/24
1.50	.12½	.25	37½	.50	.62½	.75	.87½	1.00	1.12½	1 25	1 37½
1.67	.13 11-12	.27 5-6	41¾	.55⅔	.69 7-12	.83½	.97 5-12	1.11⅓	1.25¼	1 39⅙	1 53 1-12
1.75	.14 7-12	.29 1-6	.43¾	.58⅓	.72 11-12	.87½	1.02 1-12	1.16⅔	1.31¼	1.55 5-6	1.60 5-12
2.00	.16⅔	.33⅓	.50	.66⅔	.83⅓	1 00	1.16⅔	1.33⅓	1 50	1.66⅔	1.83⅓
3.00	.25	.50	.75	1.00	1 25	1.50	1 75	2 00	2.25	2.50	2.75
4.00	.33⅓	.66⅔	1 00	1.33⅓	1 66⅔	2 00	2 33⅓	2.66⅔	3.00	3 33⅓	3.66⅔
4 50	.37½	.75	1.12½	1.50	1.87½	2 25	2.62½	3 00	3 37½	3.75	4.12½
5 00	.41⅔	.83⅓	1.25	1 66⅔	2.08⅓	2 50	2 91⅔	3 33⅓	3 75	4 16⅔	4.58⅓
6 00	.50	1.00	1 50	2 00	2.50	3 00	3 50	4 00	4 50	5 00	5.50
7.00	.58⅓	1 16⅔	1 75	2 33⅓	2 91⅔	3.50	4 08⅓	4 66⅔	5.25	5.83⅓	6 41⅔
8.00	.66⅔	1.33⅓	2.00	2 66⅔	3 33⅓	4 00	4 66⅔	5.33⅓	6 00	6 66⅔	7 33⅓
8.50	.70 5-6	1 41⅔	2 12½	2 83⅓	3 54⅙	4.25	4 95 5-6	5 66⅔	6 37 1-2	7.08⅓	7.79⅙
9 00	.75	1 50	2.25	3.00	3 75	4 50	5 25	6.00	6 75	7 50	8 25

PROFIT OR LOSS IN SELLING GOODS

RULE—Add the percent of profit desired to the cost price and divide this sum into the profit made in dollars and cents, which gives the percent gross profit made on the selling price ; subtract from this the percent expense of doing business. Suppose you bought an article that cost you $1.00, and you added 40 per cent for profit over cost price—that is, you marked it to sell for $1.40, then 140 into 40 would give the percent gross profit on selling price, namely, .286 (28.6 %). Then, if your expense of doing business is 15 percent, this would have to be deducted, leaving .136, e. g., 13.6 percent net profit.

Example : Trace the figure representing your percent cost of doing business to where it will meet the figure drawn downward from the added profit ; this number will indicate your profit or loss. Thus if your cost of doing business is 20 percent on gross sales, see figure 20 in first column, and you mark your goods 60 percent above delivery price, trace the line from 60 percent downward ; the meeting point indicates 17.5, your net profit This valuable point is not always recognized, and as a result the dealer sells goods at a loss when he thinks that he is making profit and the year's business as a result makes an unsatisfactory showing.

Per cent. expense of doing business on sale price	If your goods are marked above delivery price as indicated by percentages of top line.						
	25%	33⅓%	40%	50%	60%	75%	100%
10	10	15	18.60	23⅓	27.5	32 6-7	40
11	9	14	17.60	22⅓	26 5	31 6-7	39
12	8	13	16.60	21⅓	25.5	30 6-7	38
13	7	12	15.60	20⅓	24.5	29 6-7	37
14	6	11	14 60	19⅓	23 5	28 6-7	36
15	5	10	13 60	18⅓	22 5	27 6-7	35
16	4	9	12.60	17⅓	21.5	26 6-7	34
17	3	8	11.60	16⅓	20.5	25 6-7	33
18	2	7	10.60	15⅓	19 5	24 6-7	32
19	1	6	9.60	14 1-3	18 5	23 6-7	31
20	0	5	8 60	13 1-3	17.5	22 6-7	30
21	1 Loss	4	7.60	12 1-3	16.5	21 6-7	29
22	2 "	3	6 60	11 1-3	15 5	20 6-7	28
23	3 "	2	5 60	10 1-3	14 5	19 6-7	27
24	4 "	1	4 60	9 1-3	13.5	18 6-7	26
25	5 "	0	3 60	8 1-3	12.5	17 6-7	25

—Southern Phar. Journal

The Importance of Importing

Christmas Gift Goods

With two floors of our warehouse devoted absolutely to the display of Fancy Goods for the Holiday trade---With a selection of beautiful gifts, bought from the best markets of Europe by our buyers of many years experience---

An opportunity of selecting goods for your Fall trade must be of

Importance To You

Here are selections to meet the ideas of every customer, choice of goods to fill up the gaps in every list. Here are gifts of luxurious goods, Christmas novelties in wide ranges of prices, to match the spending inclination and ability of all.

We Are Ready for Business

Warwick Bros & Rutter, Limited

Importers of Art Novelties,

Toronto = = = = = = = = Ontario

Optical

THREE METHODS OF SIGHT TESTING.

Dr. Edward Jackson points out that there are three methods of high possible accuracy that differ most completely from each other and, therefore, tend to correct each other's deficiences, are the ophthalmometer, the shadow test, and the subjective test with lenses and test letters. The weak point with the ophthalmometer is that it measures only corneal refraction. Both of the other methods measure the total refraction. The weak point of skiascopy is that it shows too many kinds of refraction at once, the ametropia varying in different parts of the dilated pupil. Both the other methods indicate the refraction of only a part of the pupil. The subjective is weak in that it is subjective and especially in fixing the meridians and amount of astigma. Both the other methods are strictly objective and especially suited to the determination of astigma.

Jackson believes the habitual use of these three methods gives the most accurate determination of refraction. But either one of them can be replaced by some other method without greatly impairing the accuracy of the combined results. The subjective method with test letters at four or six meters and lenses, would be hardest to replace. But even this could be replaced by the simple optometer, a convex lens giving an artificial far point, with small test objects that can be brought near or placed farther from the eye.

A general condition of accuracy is this: Accurate physical measurements are only possible when the value or dimension to be measured is fixed. That is the greatest reason for using a cycloplegic. If a drug is not used to fix the state of refraction we may avail ourselves of the disposition to reduce the indistinctness of vision to a minimum by the so-called "fogging method." It is because the asymmetry of the cornea is constant during observation that the ophthalmometergives such definite information; and because the total astigma remains practically unchanged under the conditions of the test that skiascopy has peculiar value in fixing the meridians and amount of the astigma, even without a cycloplegic.

The next principle to be observed is that the contrast must be made as nearly simultaneous as possible. Very few of us meeting two persons a hundred yards apart, who were within an inch of the same height, would be able to say with certainty which was the taller. But stand the two side by side, and the the difference is perceived by everyone. The gradual rise of a line or surface may be entirely imperceptible, although a very small fraction of that rise made suddenly could not be overlooked. So if you want the 'patient to choose which is the better of the two lenses, his answer will be more definite and more sure to be correct if the change is made instantly.—Wertern Druggist.

HOW TO TEST YOUR CHILD'S INTELLIGENCE.

Color perception is recommended by Dr. Warburg, of Cologne, as a reliable test of intelligence. In his experiments, colored yarns pinned on cards were placed before 1,800 school children of various ages, and the percentage of correct naming of the colors rose from class to class, and was invariably highest among the most intelligent children. The tests showed also that certain colors affect the eye and mind more strongly than others. A color scale graded according to the strength of the impression made, is possible, and shows white and black to be easiest to recognize, red, yellow, green and blue following in order, while brown, grey and violet are far more difficult to distinguish. The superior perceptive power of girls as compared with boys, agrees with statistics proving that two-thirds of the cases of color blindness are among men.

Turn Into Money

Your slow and doubtful book accounts—Hand them to the Collection Dept. of THE MERCANTILE AGENCY

R. G. DUN & CO.
70 Bay Street

The Collection Service, which has been proved most satisfactory by all users of it is

Open to Reference Book Subscribers.

Subscription and Collection rates on application.

OVER SEVENTY YEARS RECORD OF EFFICIENCY.

Pepto-Mangan (Gude)
(Reg. U. S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

The Canada Optical Mfg. Co., Limited

EXCELLO

Our Trade Mark.

We Wish to Announce that

We Have Established in Canada a New Plant, with the Most Modern Up-To-Date Equipment, for the Manufacture of Eye Glass and Spectacle Frames in Gold, Gold Filled and Metal.

Only the Best of Skilled Labor Employed.

Our Goods Will Be Found Unexcelled in Quality and Finish

— AND —

Our Trade Mark **EXCELLO** Will Be Your Guarantee.

Special Attention Given to Prescription Work

Head Office,
7 Bleury St.,
Montreal.

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

Photography

PHOTOGRAPHY FOR PHARMACISTS.

By R. P. Daniel, San Antonia, Texas.

It is said that everyone should ride a hobby, and every busy man should have some means of diversion, some form of work that will not be work but play, a rest that is not idleness but is reconstructive. The writer has ridden several hobbies and can truthfully say that none has given as much or as lasting pleasure as photography. It is, to begin with, peculiarly adapted to our profession, because the qualities needed to succeed in one are alike necessary in the other. The mind trained to exactness, to careful attention to detail, combined with patience and persistence, will find the hobby easy riding, and the pharmacist who does not combine these qualities will not find any path easy in business, be it pharmacy or photography.

The elementary knowledge of chemistry which we all have acquired, together with the facility of making up preparations, will go a long way in helping to make one a successful amateur photographer. Right here I want to say that success should not be measured merely by dollars and cents, but by the ability and pleasure to turn out good work, work that will please the eyes of others, and be good enough to sell for a fair price, too, occasionally.

First, let me say, don't be a button pusher. Making the exposure and letting someone else finish the job is either laziness or a confession of lack of skill. Learn to do iit all. Let not one step in the line of march lead away from the desire to master every detail in making the picture. As the poet has aptly said, "Act well your part, there all honor lies."

My experience does not lie in the way of kodaks and fixed focus lenses. They are undoubtedly good because of the long continued popularity of them, but I will confine my remarks to what I know to be good after years of trial. The most important matter is the lens. "It's all in the lens," is an advertising catch phrase that is full of truth. The lens is to the camera what the barrel is to the rifle—about 98 per cent. of the whole All else is mere accessory. Get the very best lens your pocket can afford. A good lens is like a diamond, it does not deteriorate, but remains a valuable asset, and while a good worker can do well with poor lens, he can do very much better with a good one.

Don't get a toy camera ; make pictures big enough and good enough to sell. A little picture, however meritorious, is hard to sell, and enlarging, while desirable, is not always practicable. My first experience was with a cheap 4x5 camera; result was poor work and expensive practice. Next I bought a better grade, but same size ; results were better, but the views were still too small to sell. Then I listened to the advice of a brother pharmacist and bought a 5x7 plate camera, with a high grade lens. I soon found that making good pictures was much easier, though of course a lot of material was sacrificed to learn.

However, when I had made a good picture it often had a commercial value, and I have sold prints from a few of my negatives to the amount of several dollars each. And by keeping account of all expense and sales I found the profit had equaled the expense at the end of the first year, and more than equalled it in the pleasure derived.

Of course I was fortunately situated in having the Alamo and the old Spanish missions for subjects, and good views of them were good sellers. During a sojourn in Mexico many interesting views were made : the Mexican farmer with his one-handled plow and two loads of hay and the "Ship of the Mexican Desert," an ox cart made entirely of wood and raw hide, with a grass matting for a roof. One of these carts drawn by six or eight yoke of oxen forms a strange object to our eyes.

When one is handy with the camera many pretty and some odd scenes can be made, besides home views which will be prized as the years roll by. When once the knack of picture-making has been acquired, one can join some of the photo interchange clubs, and get pictures from many lands. I have them from Japan, Australia, New South Wales, Cuba, the Bahama Islands, Mexico, and from many places in our own lands. One of my fellow camera enthusiasts wrote me : "I took up photography for a vacation pastime, and before I realized it, I was in it up to my neck," and he added, "I have been there ever since," and I may add that his experience is like that of many others.

I would advise all who take up this hobby to do so with the determination to be thorough. Study and learn the reason of each effect. Good books can be had at any library, and for purchase I have found nothing better than Tennant & Ward's Photo Miniature, each monthly number of which contains one subject ably discussed, and it is well worth the small price of 25 cents.

For chemicals, we do not have to make new friends. Many firms make a specialty of photographic chemicals for developing and restraining, and these I have found very satisfactory, both for plates and for developing papers. For cloud effects I use Cramer's Isochromatic plates in connection with a Burchette (greenish yellow) ray-filter : this does not retard the exposure and gives excellent results, though sometimes the clouds are

overtimed, then the plate can be locally reduced so as to print evenly. If the foreground is thin it can be locally strengthened, the rule being to expose for the shadows, let the high lights take care of themselves, (and locally reduce if needed.) Reduction and intensification are not hard to learn and are very necessary at times. Cultivate the habit of getting clouds in the landscapes; they are often half of the beauty, and because they are difficult do not despair, try all the harder to get them. Remember that success inspires success.

Finally I will say, get a strong tripod, and an ample focusing cloth, use a magnifying glass to get an extra sharp focus, study the light and shade, and make exposure accordingly. Don't be discouraged at a few failures; we have them in everything, and remember that discoveries and inventions alike have been the lot of the amateur photographer. To an amateur, Mr. Wm. Moore tographer. To an amateur, Mr. William Moore White, of this city, belongs the honor of discovering that the Hertzian waves of a wireless telegraph, though invisible to our senses, can be caught with a camera. This discovery was made at the St. Louis Exposition a few years ago.—R. P. Daniel, in Practical Druggist.

NEW FLASHLIGHT POWDER.

The following compositions were recently patented abroad as a slow-combustion flashlight powder, which may be used in powder form or after compression into small bricks.

1.—Potassium permanganate... ... ... 3 parts
Zinc Filings..... .... 1 part
Magnesium powder..... .... 1 part
Iron (fine filings) ....to 10 parts

2.—Potassium Nitrate..... .... 3 parts
Iron (fine filings)..... .... 3 parts
Magnesium powder..... .... 2 parts
Aluminum Powder..... ....to 10 parts

3.—Barium Peroxide..... .... 1 part
Magnesium Powder..... .... 1 part
Aluminum Powder..... .... 1 part

The idea of these compounds is on ignition to give a reddish light of low actinic value, which gradually develops into an intensely actinic light. From a sitter's point of view, the light should be more comfortable, as the eyes will become gradually accustomed to the flash.

Enthusiasm is the white heat which fuses all a man's business qualities—ability, initiative, knowledge, tact, industry and the rest—into one effective whole. Without enthusiasm a man is only a statue.

Don't Order Your Show Cards

before you have seen

EINSON'S

New Spring Catalog

Now Out

A Complete and Artistic Book of Modern Showcardism

Cloth bound, containing over 200 half-tone illustrations, comprising the newest conceptions of hand-made show-cards in relief ornamentations, air-brush work, fancy cut-outs, mat-effects, pictorial cards; also embossed and half-tone work, and a number of

Original Mechanical Window Attractions

$5000 00 worth of practical ideas and suggestions of modern store and window advertising.

Nothing Like It Ever Attempted Heretofore!

PRICE: $1.00.

We refund this amount on any purchase of $10.00 and over.

OUR BLANK SHOW CARD SERVICE will be especially interesting to window dressers and ticket writers, and will prove not alone a valuable adjunct to their own work, but will also improve their efficiency.

"EINSON"

Store and Window Signs, Show Cards

Price Tickets

Manufacturers of Original Mechanical Window Attractions

813 Broadway NEW YORK

VALENTINE'S SERIES
POST CARDS
FAMOUS THROUGHOUT THE WORLD

Highest Awards Obtained at Six Exhibitions

The season of summer holidays and week end trips is approaching. In those days picture post cards crowd every mail. The traveller buys these pretty souvenirs to send those at home. Those at home buy them to bear the home news to the traveller. It will pay you to establish a reputation for post cards, and you can do this by stocking from our selection, which is second to none.

In these Spring Days Remember Christmas

The dealer who delays placing his order for booklets, calendars, tags, Illustrated Song Books and similar lines will lose the benefit of a wide selection.

Our travellers are now on the road. It will pay you to examine carefully the samples which they bring. A wise selection of these goods now means large receipts at the holiday season.

If our traveller does not call shortly advise us and we will forward samples by mail. We have the goods which will suit you. You will suit us by ordering early.

The Valentine & Sons United Publishing Co., Limited

Canadian Offices at

MONTREAL TORONTO WINNIPEG VANCOUVER

Factories

DUNDEE and EDINBURGH, SCOTLAND

Other Offices

London New York Glasgow York Plymouth Manchester Birmingham

Dublin and Melbourne, Australia

SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

DRUG REPORT.

Business during the past month has been very good. There have been no radical changes in values, the minor changes you will find in another column.

The price of Paris Green has been fixed by the manufacturers. It is a little lower than last year.

Hellebore will be considerably higher this year as the root is very scarce. The present price in small quantities is 20c. but before the season opens it may be higher.

Insect Powder—There is not likely to be much change in value.

Glycerine is easier, but the future seems very uncertain.

The coal strike in England with the impending one in the United States is likely to affect, temporarily at least, the value of many goods, and will probably cause short stocks.

A—Advanced. D—Declined.

D.—Acid Benzoic from Gum	oz.	.25
D.—Aloin	oz.	.15
A.—Ammonia Carb	lb.	.16
A.—Berries Juniper	lb.	.12
A.—Confection Senna	lb.	.40
D.—Flowers Chamomile (German)	lb.	.30
D.—Hops in packages	lb.	.25
A.—Iron Succinate	oz.	.45
D.—Oil Capsicum	oz.	.50
A.—Oil Cocoanut	lb.	.25
D.—Oil Cubebs	lb.	.10
A.—Oil Lemon Grass	oz.	.25
D.—Oil Poppy	oz.	.07
A.—Pot Bromide	lb.	.55
A.—Rad Hellebore, White Powder	lb.	.20
A.—Wax Carnauba	lb.	.75

LEADING SPECIALTIES.

The "Sapho" Mfg. Co. Ltd., Montreal, are offering to the drug trade some excellent specialties which should have a large sale wherever displayed. They are all seasonable goods, and sold at prices which command the attention of the purchasing public.

The "Sapho" Insecticide is put up in four sizes from 1-16 of a gallon to one gallon, ranging in prices from $2 to $19.20 per dozen with a special discount for gross lots.

The Anti-Dust Disinfectant Sweeping Powder is having an excellent sale wherever it has been introduced and gives general satisfaction,

The use of this powder means no dust, germs or disease, and the manufacturers claim that it also gives longer life to carpets or rugs. This article is put up in two sizes at $1 and $3 per dozen; also in packages containing 50, 100 and 200 lbs. Read advertisement elsewhere in this issue.

Something New That Every Druggist Can Sell

Additional business will go over the counter of every druggist who features on the

BAX WILL FORM

It is one of the most ready selling specials of any drug store. No lawyer is needed by any one who buys a Bax Will Form. Sold at 35c. Extensively advertised all over Canada.

Sold 60 dozen in 14 months. Broadway Drug Co., Toronto.

Send another gross; right out. Park and Park Hamilton.

Price to trade, $2.75 doz; 3 doz. lots, $2.65. Sold wholesale by National Drug Co, Drug Trading Co., Lyman Bros., W. J. Gage Co., Copp, Clark Co., Methodist Book Room, and all leading wholesale Druggists and Stationers.

Write Us Direct for Special Advertising Proposition.

BAX WILL FORM CO.

275 College St. TORONTO, CAN.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request.**

—WRITE US—

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

FOR SALE.

Drug and Stationery business in Manitoba. $1,500 cash will handle. Gross profits last year exceeded $3,200. Two agencies which net $500 a year may be had with business. Rent $15.00 per month. Prescriptions average 2,000 new a year for the past four years. Ill health reason for selling. For particulars apply to A. F. GLEDHILL, Minto, Man.

FOR SALE.

Drug business, growing Western Ontario town. Stock about $2,500. Clean stock, choice location, rent moderate, reason ill health. Bargain for quick sale. Address box 4, Canadian Druggist, Toronto, Ont.

FOR SALE.

Drug business. $7,000 stock; $37,000 turnover last year. In best town Alberta, population 1,800. Half down, balance paid by note endorsed by wholesale. Other interests only reason for selling. Address Box 6, Canadian Druggist, Toronto, Ont.

BUSINESS FOR SALE.

If you wish to buy a business in the West write me before deciding. I have two drug stores for sale which will repay you to investigate. Satisfactory reasons for selling. Can be handled for $500 cash or bankable notes. Apply "Veritas," care of Canadian Druggist.

MANAGER WANTED.

For Sask. Registered. Must be thoroughly capable. Apply giving full particulars and salary required to F. J. WILLIAMS, Humboldt, Sask.

MANUFACTURING CHEMIST WANTED.

Practical man wanted to take charge of a laboratory. Good salary, permanent position with good future. Apply to Red Cross Pharmacal Co. Ltd., 92 Des Prairies St., Quebec, Que.

FOR SALE.

Drug store in fast growing Alberta town. Will sacrifice for quick sale on account of sickness. Write to E. Hammond, Bashaw, Alta.

BUSINESS WANTED

Wanted a drug business in a good live Ontario town. Stock and fixtures not to exceed $5,000. Box 40, Canadian Druggist, Toronto, Ont.

Do You Know?

That people are attracted to a well-lighted store, and that consciously or unconsciously they avoid a poorly lighted one. You can make your store attractive, bright and inviting by using an R-K Lighting System. It can be installed anywhere—burns same as city gas—always ready to light. You own your own gas plant, pay less for your light, and get more than ever before. Thousands in daily use.

Get dissatisfied with your light. Ask yourself, "Is my light as good as daylight?" If not, write to-day for booklet "D." A postal will bring it.

"Good Light Costs No More Than Poor Light!"

RICE-KNIGHT LIMITED

TORONTO - - ONTARIO

A MAGAZINE OF DISTINCTION.

For April, 1912, Lippincott's Magazine offers a dainty list of contents adapted to the exacting appetite of the spring. The complete novel is a cheerful, diverting and delightful story, called "The Stolen Woman," by Eleanor M Ingram, whose previous novels, "Stanton Wins," "From the Car Behind," and "The Substitute," were widely read and universally praised. Her theme this time is the calm way in which the hero demonstrates that he is the master not only of his own fate, but of several other people's as well.

Besides the complete novel, the April Lippincott's gives a sheaf of short-stories, including "The Crucial Moment," by Charles Egbert Craddock; "Her Own Country," by Elsie Singmaster; "Kings and Men," by Owen Oliver; "Lady's Choice," by Carl H. Grabo; "A Scion of Adam" by Ella Middleton Tybout; and "The Beautifying of Mrs. Bennett," by Harold Susman.

Other features of note are a long poem by S. Weir Mitchell, an important article on "The Necessity of Passports for Alien Women," by Alexander Otis; a charming appreciation of "Uncle Remus," by La Salle Corbell Pickett; a paper on "The Prosperity of American Playwrights," by Robert Grau; and a sparkling character sketch called "A Business Interview in Virginia," by Elizabeth Maury Coombs. In the department, "Ways of the Hour," are brief nail-on-the-head papers on "The Pity of the Sexes" (an answer to Robert Hichens), by Herman Scheffauer; "The Curse of Climate," by Edwin L. Sabin; "What of the Aftermath?" by Forbes Lindsay; and "Style in Writing," by Thomas L. Masson. Edward Sherwood Meade, Ph.D., contributes another financial article, and Churchill Williams has charge of the automobile department—"Twentieth Century Travel."

Florence Earle Coates, Clinton Scollard, Aloysius Coll, Ethel Syford, and others contribute verses, and Minna Thomas Antrim stands sponsor for some pugent epigrams. Then there's "Walnuts and Wines," as usual, racy and relishable.

The modern business man is constantly seeking new contributions that he may make to society out of which will be paid him a profit as his reward. Such new ideas only come to the man whose brain is prepared, like the soil of the farmer, for the seed that falls. Broaden your vision by studying things that do not concern you immediately. To-morrow something in Japan or in Australia may affect your business. If you have read up about Japan and Australia you will understand the meaning of the fact.—Bulletin of the National Association of Credit Men.

PHARMACEUTICAL RECIPROCITY.

We learn from our London correspondent that the Privy Council has given its approval to the by-law introduced by the Pharmaceutical Society of Great Britain, relating to the question of reciprocity between England and the Dominion in the matter of certificates. It now only remains for British Colonial office to collect the views of various oversea authorities, to whom copies of the proposed new regulations have been sent. We understand that the replies already received indicate cordial approval to the by laws and satisfaction has been expressed at the speedy termination of what has for long been a somewhat vexed question amongst pharmaceutial Imperialists.

Mr. M. Mecklenburg, of Edmonton, writes us in reference to the item which appeared in a previous issue in reference to a fine being imposed on him for selling glasses without a village license. He states that "he simply examined eyes and glasses were furnished free," also that he "has been in the habit of paying all just dues and fees, but in a small country village as Lloydminster, where there is no opposition, and where I did not do any harm, I felt that I cannot afford to pay $25.00. I still go there and will continue to do so." He also states that he was refused a copy of the evidence which he desired, in order to appeal the case.

HOW TO BE SUCCESSFUL.

That it is possible for every person to succeed, who is willing to put forth the proper and necessary effort, is an established fact.

Men are born to succeed, and failure is always a result of weakness in one's self, and the measure of success in each individual is in the ratio of his or her determination or will power to overcome weakness and develop strength of character, gems of personality, and positive qualities of mind.

The man who believes in himself, believes in his fellow man, and believes in the boundless opportunities for success, and is willing to work to fit himself for success, and will persistently seek knowledge of importance to him in wooing success, will surely climb the ladder of success to that point where he can look back over his experiences and calmly survey the conquered field with the pleasant assurance of having surpassed his own highest ambition in seeking success.

The ways to be successful in the different walks of life are not so many, nor so varied as most people imagine, and to find the way is not as difficult as many believe.

The way to succeed is open to every right minded man and woman, and the first important step toward the realization of success is to realize the necessity of preparation for success.—John K. Goin.

The Canadian Druggist

Vol. xxiv TORONTO, CANADA, MAY, 1912. No. 5

—Twenty-fourth year of Publication—

THE

Canadian Druggist

MONTHLY

The W. J. DYAS PUBLISHING CO. Limited, Publishers

Subscription, one dollar per annum in advance

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

THE CANADIAN DRUGGIST,

Dineen Building, Temperance St., Toronto, Canada.
Telephone, Main 3203. Cable Address: SAYD, Toronto

Representatives:

CHICAGO, ILL.—E. J. Macintyre, 4057 Perry St.

ENGLAND—C. Rivington Shill, 88 Chancery Lane, London, W.C. Telephone 8936, Central.

FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.

GERMANY, AUSTRIA AND SWITZERLAND—Rudolfe Mosse, 46-49 Jerusalemer Street, Berlin, Germany.

THE AUGUST MEETING.

If the cause of pharmacy is to progress in Canada, as it should do, it can only be through the helpful co-operation of the body of pharmacists throughout the Dominion. A few individuals may be very enthusiastic and do their utmost to promote the advancement of pharmacy along all its branches, but without the hearty co-operation of the bulk of the craft their success can be but limited. Every pharmacist in Canada should consider that the welfare of his profession depends largely upon his own personal efforts, and the enthusiastic support of every movement which makes for the elevation of pharmacy as well as the needed constructive policy which it is sought to adopt.

The Canadian Pharmaceutical Association deserves every encouragement from the individual members of the profession, and we trust that such an interest will be manifested as will not only prove an incentive but also be a help to the executive and the others who have taken so prominent a part in the formation and conduct of the Association.

The meeting to be held in Vancouver, August 5th, should be largely attended, if for no other reason than to show the interest taken in it by pharmacists generally.

DIVISIONAL ASSOCIATION MEETING.

The representatives of the Council of the O.C.P. districts 4 and 5 (Toronto), called a meeting of the druggists of the city for March 28th. The meeting was held in the Assembly room of the college and was fairly well attended. Mr. W.H. Worden, representative of District No. 4, was elected as chairman, and Mr. Gibbard, of No. 5, secretary.

Mr. Worden, in a few remarks, explained the purpose of the meeting, and stated that the various Acts of Parliament bearing upon the craft would be discussed, as well as matters of local interest.

Mr. W.B. Graham, registrar-treasurer, addressed the meeting, outlining the work of the Council.

Mr. Graham directed most of his remarks to the work of the Infringement Committee, and gave a number of instances where the Pharmacy Act was being violated by unqualified parties in the sale of various articles, which, according to the Act, should be confined exclusively to pharmacists. One article in particular he referred to, that of the sale of peroxide of hydrogen. This article is becoming very extensively used in the household, and a number of firms have stocked it for sale. Mr. Graham, as the authorized officer of the Council, called upon these parties, drew their attention to the violation of the Act, and succeeded in having the sale discontinued, in this way contributing very materially to the turnover of the pharmacists. Following upon this a rigid course of inspection had been inaugurated with the purpose of preventing the sale of restricted articles by unqualified individuals or firms. The action of the officers in dealing with the sale of habit-forming drugs which came under the authority of the Dominion Poisons Act was also dwelt upon by Mr. Graham, and he clearly demonstrated the beneficial effect of the campaign of inspection by greatly reducing the sale of such drugs and poisons. One fact of considerable interest was stated by him, that being that he found many cases where pharmacists had purchased large quantities of cocaine and opium. Means had been taken to discontinue this traffic, the Police Court being called upon to aid in the work.

Mr. Gibbard was then called upon to present the features of the various Acts bearing upon the druggists calling, and he gave a brief resume of the Dominion Poisons Act and the Ontario Pharmacy Act, dealing with cocaine and morphia and the features of the Liquor Licence Act which interested pharmacists. Following this a short discussion took place on the sale of spirits and alcohol by pharmacists. This brought out the conditions under which liquor can be sold legally by members of the craft, and also his privilege in the sale of pure Alcohol.

Mr. Carnahan was then called upon to deal with trade matters, especially the telephone situation in the city, as bearing upon the slot machine and the phone cabinet. For some time, it has been a growing conviction of the craft in the city that they were being made use of by the Telephone Co. to promote the interest of that corporation rather than their own interests, and the conviction has also become firmly fixed on the minds of the members that a larger proportion of the receipts from this source should find its way into the cash registrar of the party supplying the phone accommodations. Mr. Carnahan, as a member of the Advisory Committee of 100 of the Toronto Board of Trade had through the Secretary of that organization taken the matter up and ascertained the regulations governing in other cities of similar size and importance with Toronto. He laid the information required before the meeting. This information showed the arrangements in existence between the Bell Telephone Co. and the pharmacists of the cities of Detroit, Chicago, Toledo, Cleveland, Buffalo, Rochester and Boston. In all of these cities much more generous conditions existed for the man supplying the telephone space and accommodation than in Toronto. In this city no proportion of the long distance incoming receipts went to the druggist, while in all the cities named the same percentage for this work was allowed as that which prevailed with local and outgoing business. In Toronto the percentage allowed the pharmacists was 15 cents on the dollar of gross receipts. In other cities the average went from 20 to 30 cents on the dollar. Mr. Carnahan, after laying these facts before the meeting, stated the willingness of the Board of Trade to co-operate with the pharmacists in securing much more generous terms from the Telephone Co., and urged the druggists to make use of this assistance.

At the conclusion of Mr. Carnahan's address, the following resolution was adopted:

Moved by Mr. Carnahan, and seconded by Mr. Struthers and resolved:

"That the Pharmacists of Toronto, assembled in Association, protest against the conditions under which slot phones and cabinets are installed in stores and pharmacies in this city by the Bell Telephone Co., whereby pharmacists only receive a commission of 15 per cent. on outgoing business both local and long distance, and nothing for incoming business, and we authorize the Telephone Co. to secure a more equitable arrangement, and that a copy of this resolution be forwarded to the Secretary of the Board of Trade with the request that that body co-operate with the pharmacists in securing such an arrangement."

It was pointed out by Dr. John Hargreaves that the Toronto Drug Section had become dormant, and he urged that an Association to look after their interests should be formed immediately.

It was then moved by Mr. Hargreaves and seconded by Mr. F.A. Jacobs, that a joint divisional association be formed in the city of Toronto to include the members of District Nos. 1 and 5, and acting on this resolution the meeting at once elected Mr. Jacobs chairman of the Association, Mr. Ellis was elected Vice-President, and Mr. W. B. Graham secretary-treasurer. It was decided to hold the meetings regularly on the third Thursday of each month, the next meeting to be held on April 18th, after which the meeting adjourned. On account of the serious illness of the chairman, Mr. Jacobs, who recently underwent an operation for appendicitis at the General Hospital, the April meeting was postponed.

Some correspondence has recently been carried on by the Chamber of Commerce and Manufacturers Club, of Buffalo, N.Y., Cleveland and Detroit, with the Secretary of the Board of Trade, Toronto, in reference to the charges made at pay stations of the Bell Telephone Co., and the percentage allowed the person in whose premises the pay-telephone was installed. From this correspondence, it appears that in Buffalo 10 per cent. of the gross receipts is allowed at the end of each month to the party having the telephone, the calls being charged for at the rate of 5 cents each.

In Cleveland 5 cent charges are made also and "50 per cent. of the gross receipts over $6.00 per month is allowed by the company to the party whose store the pay station occupies."

In Detroit 40 per cent. commission is allowed on local business, and 10 per cent. on long distance business.

EASY SHAVING.

The Dominion Soap Co., of Hamilton, has put on the market an up-to-date Shaving Cream, known as Velvetine Shaving Cream. The new idea of applying soap to the face does away with the unsanitary shaving cup, and the unpleasant rubbing of the hard shaving soap on the face. It is a great time saver, and after shaving, leaves the skin smooth as velvet.

Merck's Ether for Anaesthesia

E. Merck

Guaranteed pure and especially suitable for Anaesthesia by Inhalation, therefore preferred and in daily use by prominent Physicians and Hospitals all the world over.

Supplied in 4 oz. and 1 lb. g.s. bottles

Darmstadt

REMINDER!

Keep well stoppered in a cool place. Its vapor being highly inflammable, administer only by daylight or electric light.

RED Seamless Water Bottle

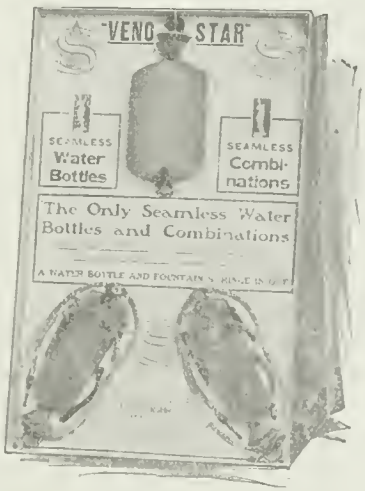
This bottle is absolutely seamless, not even having a seam at the neck. Cannot possibly leak unless punctured. Made of ALL RUBBER. If your wholesaler will not supply you, order direct.

Price $12 per doz.

RELIABLE

Miller Rubber Co. Limited

85 Spadina Ave. Toronto



STAR SEAMLESS Water Bottles

TRIM YOUR WINDOW WITH THE

"Ever Ready Window Display"

Sent free with your Star Water Bottle order.

VENO-STAR WATER BOTTLES are the only strictly seamless ones made. Moulded in one piece. Made of the best obtainable grade of Para Rubber—They are full capacity and fully guaranteed.

Ask Your Jobber or Write us Regarding our Special Offer.

THE STAR RUBBER COMPANY

170 Sweitzer Ave. AKRON, OHIO

"Things Different"

ABOUT

WHISKS

Yes, "Things Different" in Whisks

and you'd think so if you saw them.

Whisks dressed "different." Yes, a whisk made mostly of corn, some string and a handle, but with a combination of putting together that makes them a privilege, a pleasure to sell.

You can put them with your Ebony goods and make no apologies for their being there.

Pretty nifty—but it isn't the price that indicates their nifty appearance, for they don't cost more than GROCERS whisks ordinarily cost. Shall we say cheaper. We know specific cases, and many of them, where our prices as well as our "Dressed Different," to say nothing of quality, has impelled the buying.

Likewise it may seem strange to say, yet nevertheless true, these "Dressed Different" Whisks are made of Whisk Corn, not broom corn the to-day brand that seems shown most everywhere.

Candidly we're tickled with our assortment of ebon handle whisks. Eight good ones. Dozen of each make a swell trim.

Just one stipulation—We don't break dozens. Our prices aren't compiled that way, and we have likewise two splendid gross assortments—$15.00 and $24.00 a gross.

At $15.00 gross—4 sizes and kinds, a small pocket, full pocket, ordinary and extraordinary.

At $24.00 gross—6 kinds, good kinds. Not one that you would throw out, of the assortment. Six desirables.

Naturally the gross prices are less than the dozen—Quite worth while.

WHAT ABOUT a gross or two. If you don't think they are value when you get them there, send them back. We like them and think you ought to.

DON'T THINK

because we talk whisks that we've forgotten *Ketchy Kards*. Both are "Different" and the Sutcliffe Sort.

The Sutcliffe Company

IMPORTERS

AND

COMMISSION MERCHANTS

77 YORK ST., Nordheimer Building TORONTO

Congratulation, Visitation and Vacation

—Photogravure Post Cards—

of Drysdale Merit

Not so cheap as some lines—Don't look it either—Yet reasonably priced.

Clear cut, distinctive featuring, and a high order of hand coloring are outstanding qualities of the Drysdale line.

The Sutcliffe Co.

77 York Street, - - Toronto

CANADIAN DISTRIBUTORS.

The Drysdale Co.

205 State Street, - Chicago.

Patterson's Candy

SPECIAL LINES which should be in every high-class drug store:

"Theatre Chocolates"

"Private Stock Chocolates"

"Chocolates Imperators"

"Chocolates Deliciosos"

(in one-half and one pound packages)

"A Matter of Good Taste"

Write us for terms and proposition if we are not represented in your locality.

THE PATTERSON CANDY CO. — TORONTO

SHOW CARD WRITING. INSTRUCTIONS FOR BEGINNERS.

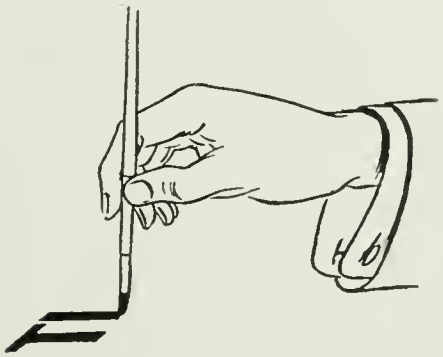
One of the most important publicity assets of the specialty store owner or window dresser is the ability to write attractive price and show cards. In these days of keen competition when price is often the magnet that attracts trade the retailer must know how to induce sales through the silent salesman of his window. Nothing impresses so forcibly or induces sales so much as neat price cards and signs. For the trunk and bag man particularly this feature of a window-trim is all-important, and the proprietor should educate his salesmen to do his work also.

Some helpful suggestions for beginners are given by Fred J. Howe, in the "American Hatter," from which we re-publish the following :

After some twelve years' varied experience in writing window cards for large and small concerns, I find that the small shop with the better class patronage is demanding to-day, simpler, plainer, and more modern window cards—cards that approach very nearly, both in appearance and text, the advertisements of the better class establishments which appear in our national magazines.

I shall set forth (with practical illustrations), what I consider of value to the practical card writer in this newer field of modern small shop card writing.

Our materials are a few dry (powdered) colors, obtainable at any paint or artists' supply store, mixed with alcohol and ordinary prepared glue and thinned with water until the color "pulls" well on the brush. These will work much better if allowed to stand twenty-four hours. Fresco colors (in jars) treated in the same manner, or ready prepared water color card paints may be preferred. For black I use drop black, and for white I use flake white. I also make use of an inexpensive box of artist's water colors.



PROPER WAY TO HOLD BRUSH.

Get red sable rigger brushes, numbers 3, 5 (for ruling, etc.) 8 and 12 (for flat lettering), and numbers 2 and 4 Soennecken pens for black and the same for white. I thin my colors nearly half for pen use.

With a clean, straight yardstick and plenty of good white cardboard, we have all of the necessary materials ready to make cards. But with the materials at hand we must first know how to handle our brushes and pens and how the letter strokes are formed. I hold all of my brushes absolutely vertical, both the 3 and the 5 lining brushes and the 8 and the 12 flat lettering brushes. I do this because I work wholly with the end of my brush, thus knowing at all times how my stroke is forming, and with my brush in this position I can go in any direction and rapidly change from one stroke to another and yet keep my stroke and letter true. The pen I hold in about the same position as when writing except more nearly upright.

As all letters and numerals are formed from straight lines, curved lines, or a combination of the two, it is necessary to begin by learning to make vertical, horizontal and slanted straight lines, and right and left curved ones and then practice forming the various combinations. And even after we have gained, by hard and constant practice, a certain proficiency in the making of letters, it is at times imperative that we go back to first principles and practise long and hard on just straight lines and curved ones. So a simple set of practical strokes is placed at the head of our first alphabet, and these are all made just as we read—by starting at the left and going to the right, and by starting at the top and going down on both straight lines and curves. Practise these continually, at regular periods and in spare moments. Proficiency in these will decide your ability for clean, rapid lettering. The first alphabet in this series is the Roman. It should be the first one that we learn and the one of which we make the most use. It is the alphabet that we see the most of in print, is easiest made, can be used vertical or slanted, and mistakes or irregular strokes are less noticeable than with any other letter. Then, too, the Roman can be made with the lining brush or with the Soennecken pen.

In the layout of the modern small shop showcard we cannot do better than to follow, in principle at least, the layout of high class modern ads.

Then, for the principles of our card layouts, if a series of these ads. are carefully analyzed, we will find the following important essentials have been duly considered :

Size, shape, border, white space, illustration, display, size and amount of text, kind and size of letter, price, firm name, colors.

While every one of these cannot be a part of every one of our cards, yet their proper consideration means so much in the result-bringing value of the completed card that they should be painted on a separate piece of card-board and tacked

above our work table—that we may not forget.

By having these principles constantly before us as we work, and observing them; by planning our work ahead, by doing away with materials for which we have no use, and taking advantage of every short cut, we will find ourselves producing plainer, snappier cards, more in keeping with the shop and the times.

Try on your next set of cards if you are not already using the Roman letter—a display line and a bottom price line in a small stem Roman and note the pleasing beauty of the finished card.

PRACTICE STROKES AND ROMAN ALPHABET

REMOVING GLASS STOPPERS.

The sticking of glass stoppers is usually attributed to the formation of crystals, but very often is due merely to a drop in temperature of the contents of the bottle, in which case a well-fitting stopper is sucked downwards by the consequent contraction. Apart from changes of weather, the trouble may be caused on bottling freshly made solutions for which hot water has been used. In such a case a match or bit of string placed between the stopper and bottle until the solution is cool will prevent sticking by allowing air to be drawn in as the contents of the bottle contract. To remove stoppers which have stuck through the cause suggested, all that is necessary is to let the hot water tap run over the bottle, or let the bottle stand in a vessel of hot water for a minute. The stopper will be loosened by the expansion of the solution and air in the bottle. In obstinate cases, and where crystals have formed, the above treatment should be followed by total immersion in very hot water for several minutes, and, even if "tapping" has eventually to be resorted to, very little is required, and so the risk of breakage is lessened.—Australian Cordial Maker.

THE MALARIAL ANEMIC.

Whether or not the much maligned mosquito is the intermediate host of the plasmodium malaria, certain it is that the campaign waged for this insect's extermination has not entirely ridden the country of the blood infection for which it is responsible. In addition to the chills, fever and sweating characteristic of the acute forms of the disease, which require immediate antidotal treatment, the physician must recognize the serious injury to the blood itself, due to the invasion and actual destruction of the red cell by the paludal organism. After the subsidence of the acute symptoms, a distinct aglobular anemia is the result, and unless this is corrected, a reinfection is extremely likely. To prevent this and to avoid the development of a chronic malarial toxemia, a vigorous blood building campaign should be instituted just as soon as the febrile movement is controlled. For quick and efficient reconstruction of the partially disintegrated red corpuscles and to encourage the rapid formation of new and functionally active erythrocytes, Pepto-Mangan (Gude) is especially serviceable. Steady treatment with this potent hematinic, for a period of several weeks, is practically certain to restore hemic integrity and place the patient in a position to ward off fresh infection, or quickly throw it off if invasion occurs. When the physician believes that arsenic is needed in the after-treatment, this drug can be readily added to Pepto-Mangan (Gude) preferably in the form of Fowler's Solution.

PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF QUEBEC.

The Preliminary Board of Examiners held their quarterly examination in Montreal and Quebec on the 4th of April, when 40 candidates presented themselves.

The following names, by order of merit, are those that have passed, namely: Lucien Girard, Denys Nelson, Curtis A. Leete, Marcellin Lacoste, O. Aubin and Ovide Pepin.

The following passed on all subjects but one, and will have to present themselves at the next examination in July: D. St. Armour, M. H. Proulx, Raoul Charest, Archibald Duclos, J. W. Gaudet, Alcide Girourard, Geo. J. Ouellette and Jos. Hector Gervais.

The examiners were Professors J.O. Cassegrain, of the Jacques-Cartier Normal School, and Isaac Gammell, of the High School, with Mr. A. J. Laurence as general supervisor, and Victor Giroux, supervisor for Quebec.

The next examination will take place on the 4th of July.

THE POPULAR FLY CATCHER

Retails Two Coils for Five Cents

THE LATEST

FLY CATCHER

FLIBAN

Neat Clean Effective

Retails at Five Cents per Coil

BIGGEST VALUE ON THE MARKET

Write for Samples and Prices at once.

AGENTS

MacLaren Imperial Cheese Company Ltd.

Toronto and Montreal

A Milk Food for Infants and Invalids

Glaxo

"BUILDS BONNIE BABIES"

You will be interested in this food which is Strictly Price Protected, and which makes you friends among your customers.

Glaxo is fully endorsed by the leading dietetic authorities of the world.

Samples and Advertising Matter Sent upon Request

G. W. DAVEY and CO.,

Sole Canadian Agents and Distributors to the Trade.

25 Empress Bldg. Winnipeg

77 Adelaide St., W. Toronto.

FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

TRADE MARK 'TABLOID' BRAND
TRADE MARK 'KEPLER' BRAND
TRADE MARK 'ENULE' BRAND
TRADE MARK 'VALULE' BRAND
TRADE MARK 'VALOID' BRAND
TRADE MARK 'SOLOID' BRAND
TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & Co.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

BURROUGHS WELLCOME & CO., LONDON (ENG.)

SYDNEY CAPE TOWN MILAN SHANGHAI

101-104, Coristine Building, MONTREAL;
and 35, 37 & 39, West Thirty-third Street, NEW YORK CITY

Full stocks are held by all the Firm's Houses and also at the following depots:

TORONTO, ONT.: W. J. A. & H. Carnahan—LONDON, ONT.: J. A Cairncross & Son—VANCOUVER, B.C.: W. M. Harrison & Co.—WINNIPEG, MAN.: W. F. C. Brathwaite, and The Gordon Mitchell Drug Co.

E141

LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums

and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited

Montreal Chemical Works

1-15 Dalhousie St. - Montreal

In Your Dispensary

The place for the "Frosst" label is in the dispensary--in your dispensary.

Frosst's pharmaceuticals are made solely for physicians' prescriptions.

The purity of the ingredients is the highest.

There is only one quality and that, standard.

The accuracy of dosage is guaranteed.

The "Frosst" label is offered to the profession,---not to the people.

These are points that appeal to the Physician.

When ordering from your wholesaler specify "Frosst."

Charles E. Frosst & Co. **Montreal**

Write for a Free Razor Strop

Any dealer in the country can have a New Torrey Honing Strop ——absolutely free.

WE know that every dealer in this country who sees and uses the New Torrey Honing Strop will immediately put in a supply and recommend them to his customers. That is why we are willing to prove the superiority of our strop by giving you one absolutely free. This offer is open only to those dealers who have not already received a strop free.

All you have to do is to write us, direct to factory, the name of your jobber, and tell us that you want the strop and we will send it at once, absolutely free, except for duty. We will also send you our new proposition—we know it will interest you. Write to-day.

J. R. TORREY & CO. Dept. F, Worcester, Mass.

SOLE CANADIAN REPRESENTATIVES

HENDERSON & RICHARDSON

(Formerly J. A. HENDERSON), Board of Trade Building, MONTREAL

PROMINENT DRUG MEN ON ADVERTISING.

At a meeting of the Toronto Ad Club on April 17th, Mr. Louis K. Liggett, President of the United Drug Co. of Boston, and President Neally of the United Drug Co., of Canada, gave some interesting addresses on "the kind of advertising that brings results." Advertising is more than simply filling space in the newspapers—it means co-operation throughout the selling organization—and a "mannerism" or a distinctive style of doing and showing things in every section and by everyone concerned.

"The man who fails to dress his store front as well as his newspaper ads," said Mr. Neally, "the man who fails to meet his smallest customer with a smile or a pleasant word, is a poor advertiser."

He told the story of a tooth brush brought back to be exchanged. The brush had not been bought at his store, and the customer knew it. The brush had not been used, the customer said, but she didn't like it. Mr. Neally took the brush back and gave the customer another worth 15c. more, making a new friend for his store—for life probably.

"When a hair brush or any article of that kind is brought back we don't refuse to exchange it—we take it back and destroy it before the purchaser's eyes. He or she naturally asks why, and we tell them we never sell goods we cannot absolutely guarantee to be fresh and new, and as these goods had been out of our possession for a time, we couldn't honestly guarantee them. That, gentlemen, we consider advertising. Customers treated that way talk about us favorably, and spend more money with us than it costs to impress them."

Mr. L.K. Liggett, President of the United Drug Company of America, followed :

"What appeals to two communities need not necessarily appeal to the third," said Mr. Liggett.

"The man who can successfully go into a city and make his advertising and his business predominate, is the wonder of the age." Mr. Alfred Selfridge, of London, was quoted as such an example.

"Mr. Selfridge was generally credited with making a mistake when he went to London. He was already a great merchant when he went there. He had the courage of his convictions. He knew by his experience what he wanted to do, and he went ahead and did it. Before the roof was on his building, the finest department store in the world, save one or two on this side of the Atlantic—he was running the most beautiful advertising that was ever done, at a cost of $1,000 a page. He was entering the most conservative community in the world. He lost £29,000 the first year. He removed all his American help that he had taken over there, but he continued burying money advertising. It cost him £11,000 out of his pocket the second year, but he went ahead. He adapted himself still further to the conditions. He toned down his advertising. This year he showed me a room where 150 society people of London were sitting looking upon living models showing castumes, the most beautiful that I ever saw. He has got the carriage trade now. His persistence has won out. Every one of those society people had been brought there by invitation. Mr. Selfridge had toned his advertising down, but he was still advertising, only in the way that suited the community he wanted to do business with, and he has succeeded. I may say he only has one American in his employ now, a corset fitter, whom he couldn't do without, and whom his patrons wouldn't care to have him do without."

Mr. Liggett told of an experiment he had made in a store in England. He entered a little shop having undertaken to tell from the appearance of the store what it contained, and how much business it did in a year without asking any questions. The proprietor was an utter stranger, but to his surprise, he greeted him by name.

"My name, understand, has been made famous by my competitors who had entered into a campaign against the United Drug Company's invasion of Great Britain.

"How did you know me,?" I asked.

"You are an American," was the reply.

"But there are lots of Americans here, aren't there ?"

"No. They're out of season," was the answer. The Englishman was a live wire after all.

"Success is two per cent. inspiration and 98 per cent perspiration," declared Mr. Liggett, quoting the case of the sewing machine inventor who died worth one million dollars, and that of Mr. Singer who marketed the machines, and who died worth one hundred million dollars. He had been a circus man, and understood the value of advertising.

"Mr. Singer inspired, and kept on inspiring," said Mr. Liggett. "He perspired."

Let's breathe optimism, talk optimism. We have no time for the pessimist.

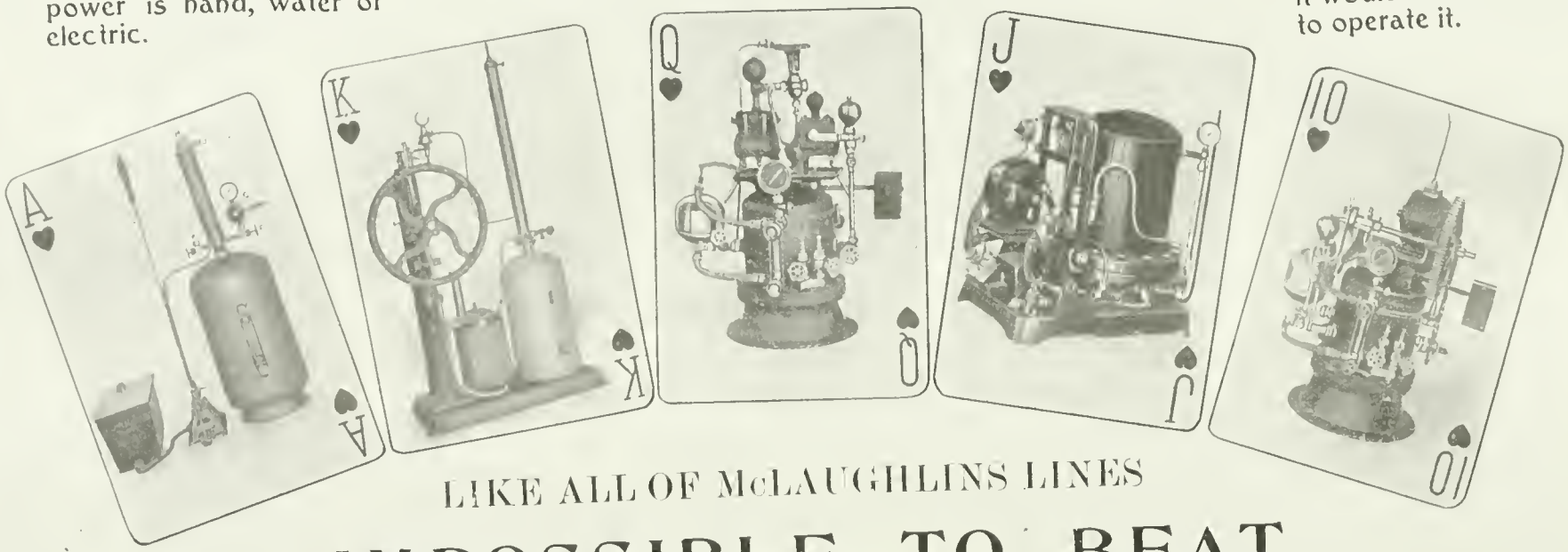
The man who knows can accomplish a good deal more on the job if he doesn't convey the impression to the people he waits on that he knows too much.

Your business is to conquer your disadvantages whatever they may be. Don't let them conquer you. What would be the use of courage in the world if there were no disadvantages to challenge it.

A "Royal Flush" in Carbonators

IF You Will Tell Us
Whether your available power is hand, water or electric.

WE Will Tell You
Which machine would suit your purpose-what it would cost and how to operate it.



LIKE ALL OF McLAUGHLINS LINES

IMPOSSIBLE TO BEAT

J. J. McLAUGHLIN LIMITED

Toronto, - - Ontario

Manufacturers of

Soda Water Apparatus

THE NEW BY-LAW OF THE PHARMACEUTICAL SOCIETY OF GREAT BRITAIN.

Official notification from the Assistant Provincial Secretary, Toronto, has been received by the Registrar of the Ontario College of Pharmacy, together with copy of the letters of the Under-Secretary of State to the Governor-General of Canada, also embodying the resolutions adopted by the House of Lords in the confirmation of the By-Laws adopted by the Pharmaceutical Society of Great Britain in reference to the granting of certificates to persons holding colonial certificates.

Herewith we give the report from the House of Lords as well as the by-law referred to :

BY THE LORDS OF HIS MAJESTY'S MOST HONORABLE PRIVY COUNCIL.

PRESENT : LORD PRESIDENT, LORD EMMOTT, M P , SECRETARY HARCOURT.

Whereas by Section 2 of the Pharmacy Act, 1852, as amended by Section 25 of the Pharmacy Act, 1868, the Council of the Pharmaceutical Society of Great Britain are authorized and empowered to alter and amend the by-laws of the said Society made and established under or in pursuance of the Chapter of Incorporation of the said Society, and to make and establish such new or additional by-laws as they shall deem proper and necessary for the purposes contemplated by the said Charter or by the said Act : Provided always that all such original by-laws, and all altered, amended or additional by-laws shall be confirmed and approved by a Special General Meeting of the members of the said Society and by the Privy Council.

And whereas the Lords of the Privy Council did, by their Order, dated the 20th day of November, 1907, confirm and approve certain by-laws duly made and submitted to them by the said Council of the said Society :

And whereas by Section 4 of the Poisons and Pharmacy Act of 1908, it is, (amongst other things) enacted that the power of making by-laws conferred by Section 2 of the Pharmacy Act of 1852, on the Council of the said Pharmaceutical Society shall be deemed to include the power of making by-laws providing for the registration, upon payment of the prescribed fee, as pharmaceutical chemists, or chemists and druggists, under the Pharmacy Act, 1852 and 1868, without examination, of any person holding Colonial diplomas.

And whereas the said Council of the said Society has made a new by-law, additional to Section VII of the said by-law so confirmed and approved as aforesaid by the Lords of the Privy Council on the 20th day of November, 1907, which said new by-law was confirmed and approved by a Special General Meeting of the Members of the said Society on the 10th day of January, 1912. :

And whereas the said Society have submitted the said new by-law for the confirmation and approval of the Lords of the Privy Council :

Now, therefore, their Lordships, having taken the said new by-law, (a copy of which is here unto annexed) into consideration, are pleased to confirm and approve the same.

ALMERIC FITZROY.

By-law referred to in foregoing order.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN.

Section VII.-24. The Council may, by resolution, at any ordinary meeting, enter into reciprocal agreements with Colonial Pharmaceutical Authorities, empowered under Statute, to grant certificates of competent skill and knowledge to practice pharmacy in any British Colony ; and may make, amend or determine thereunder regulations for the admission to the Register of Chemists and Druggists of Great Britain, without examination, of persons who, after approved courses of study and examination have become registered in any British Colony, as entitled to carry on the business of a Chemist and Druggist in that Colony ; provided that no person shall be registered under this by-law who fails to produce satisfactory evidence of having undergone an approved course of study, and of having passed the qualifying examination of the Colony in which he is registered.

25. Persons holding Colonial Certificates of qualification and being desirous of becoming registered, without examination, as Chemists and Druggists in accordance with the last preceding by-law, shall submit to the Registrar such evidence as may be required by the Regulations made from time to time by the Council in that behalf, and shall pay to the Registrar a fee of Twelve Guineas, whereupon, if the Council shall so see fit, they shall be registered.

BIG BUSINESS IN BUTTERMILK.

The consumption of buttermilk seems to be increasing at a very rapid rate. By this we do not mean "natural" buttermilk. The manufactured article has pretty largely superseded the produce of our grandmothers—justly so, for everybody knows now that the former is much superior to the latter in most respects. Just the other day we noted in an exchange that a certain druggist in Massachusetts—at one of the coast resorts—had sold in twelve months 2250 gallons of buttermilk made from Lactone tablets. "This," said the author of the paragraph, "meant thirty-six thousand glasses. It also

meant $1800. The total cost of doing this business was $392.50. Can you beat this for a soda fountain specialty ?"

Lactone buttermilk, by the bye, is a capital beverage. It is more than this. It is a food as well as a drink. It nourishes. It is conducive to health. Consumers are becoming "wise" to these facts. That is why they drink it with avidity and go back for more. That is why the dispensing of Lactone buttermilk is becoming a leading and permanent feature of the so-called "soda" business.

Lactone tablets are manufactured by Parke, Davis & Co. They are marketed in bottles of 10, 25 and 100. One tablet, with addition of the proper amount of water, converts a quart of sweet milk into one and a third quarts of buttermilk. Each package of tablets contains full directions for making the drink. Soda-dispensers who have never served this buttermilk at their fountains, should take advantage of the popular demand for it now. Getting the business started is easy. Prepare a batch of the beverage, put a bottle and glass in the show-window, display the price—then sell buttermilk. Parke, Davis & Co. supply "Buttermilk" hangers and other advertising material for the trade. Write them for some.

SUGGESTIONS ASKED.

The chairman of the Commercial Interest Committee of the Canadian Pharmaceutical Association, has sent a circular letter to the members of the Committee, in which he asks some pertinent questions, and to which we feel sure Mr. Knowlton will be pleased to have replies drom druggists other than those on the committee. It is by discussing in advance questions of this kind that a more thorough understanding of the requirements of the trade in various provinces can be obtained. The following is the circular :

Dear Sir,—A few days ago I wrote you stating that I was preparing a few questions along the line of our committee's report for the forthcoming convention : these questions I am submitting to you herewith, upon which I would request you to give me your views.

Are business conditions in your locality to-day considered to be satisfactory ; if not, what do you consider the greatest obstacle in your business ?

Are general business conditions improving ; if not, why not ? If they are, what do you consid the cause ?

Are your sales increasing ?

Are your profits large or otherwise ?

Do you think the average retail druggist is buying to the best advantage ?

Is the average man carrying too much or too little stock ?

How often do you think a druggist should turn his stock in the year ?

What percentage do you consider it costs to do business ?

Are you of the opinion that too many unprofitable lines are being carried in drug stores ; if so, what do you consider the remedy for this ?

Are any of these unprofitable lines carried being made to pay in an indirect way ?

The price list for the prescriptions adopted at the Halifax convention was as follows :

8 oz. mixture, $1 ; 6 oz. mixture, 75c ; 4 oz. mix- 65c.; 3 oz. mixture, 50c.; 2 oz. mixture, 40c.; 1 and ½ oz. mixtures, 25c.; 1 doz. each pills (made up) capsules, konseals, 50c.; 1 doz. suppositories, $1 ; ½ oz. ointment, 50c.; 1 oz. ointment, 75c.

Are these prices obtaining in your locality ? Kindly quote what prices do obtain ?

Do you think that these prices can be increased ? If so, can you suggest a method ?

Have you a local association ?

Is the price-cutting evil with you ?

Do you think the public conveniences pay, such as stamps, public telephones, express orders and so forth ?

Do you think cheap parcel post is going to injure the drug business in small places ?

What is your opinion of credit in the drug business ?

Are you making many of your own preparations ?

Do you keep account of the quantity and profit therein.

E. S. KNOWLTON.

TO REMOVE TATOO MARKS.

Once tatooed, always tatooed, was formerly the rule ; but a French army surgeon, Dr. Tranchant, has discovered a method of removing tatoo marks, whether made with India ink or lampblack. According to La Nature, the process consists of first rubbing the skin until a thin layer of the surface is worn away, then applying a mixture of lime, slated just before use, and powdered phosphorus. The tatooed part having been coated with this paste, a piece of gauze is laid over it, covered with a bandage. The dressing is removed after forty-eight hours. The scab is allowed to dry in the air, and comes away in about a fortnight, without leaving a scar. If any trace of the tatooing then remains the treatment is repeated. Dr. Tranchant claims to have applied this treatment in a great many cases, with perfect success.—(Sci. Amer.)

Weak men seek to accommodate themselves to conditions. A strong man makes the conditions accommodate themselves to him.

THERE'S METHOD IN OUR ADVERTISING

Not a word is said in our advertising of Sanitol Tooth and Toilet Preparations that does not bear in mind YOU as our selling medium. We are in a peculiarly fortunate position, so far as you are concerned, with

SANITOL TOOTH POWDER OR PASTE

We can (and do) talk directly to the public of the merits of these tooth preparations in maintaining tooth and mouth health and cleanliness—yet under no conditions can they be confounded with patent medicines; this leaves you clear on that score.

The preparations have true prophylactic value—the recommendation of the dentist is sought and obtained; yet we are not utterly dependent on the dentist for their sale, as in the case of articles sold on prescription.

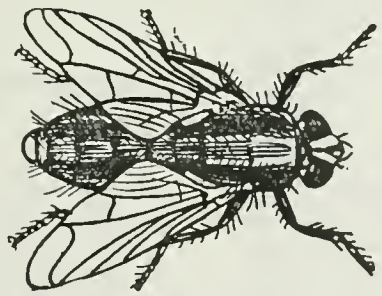
Our advertising to the public is so framed that while it enlists the co-operation of the dental profession it in every case makes the public the final judge and the retail dealer the purveyor of every penny's worth sold. Consider these points seriously.

Are You Handling Sanitol Preparations?

You should be; they have solid merit—they pay a splendid profit—the demand is there. Write for information concerning free window display and other store helps.

SANITOL CHEMICAL LABORATORY CO., Toronto, Ont.

NOTE—Manufacturers in Canada of high class tooth and toilet preparations—exclusively.



—THE DEMAND FOR—

WILSON'S FLY PADS

Grows Larger Every Season

Your Profit is from $66\frac{2}{3}$ per cent. up to 85 per cent.

Archdale Wilson

Hamilton - Ontario

NEW MODELS AT POPULAR PRICES

THE ORIGINAL AND GENUINE

THE THERMOS BOTTLE

Thermos Bottles have become a staple article with the Druggist. The new prices bring them within the reach of all, and also allow the dealer to make a good profit.

Make yourself the headquarters for Thermos in your City.

Attractive Window Cards and Advertising free with each order

WRITE FOR BOOK OF NEW STYLES AND PRICES.

Bottles retail from $1.25 up.

THERMOS BOTTLE CO., LTD.

12-14 Sheppard St., Toronto, Can.

American Thermos Bottle Co.

Thermos Building, New York, N.Y.

THE MARVEL

"WHIRLING SPRAY" SYRINGE

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS

ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors

44 E. 23rd St. New York

Canadian Agents:

NATIONAL DRUG & CHEMICAL CO.

Sovereign Perfumes, Ltd.

CANADA'S

Largest

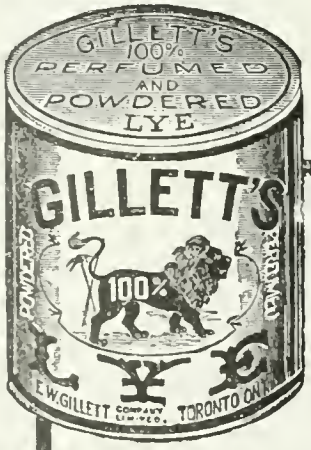
Makers of

Perfumes

and

Toilet Preparations

TORONTO



Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it one of the very best cleaners for Druggists to sell.

Gillett's Lye Eats Dirt!

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Gillett's Chemical Works Established 1852.

E.W.GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

WOOD ALCOHOL—IT'S USE AND ABUSE.

In view of a diversity of opinions regarding Wood Alcohol, as to its use in medicine, both internal and external, as well as in paints, the following facts may prove of interest and assist druggists as well as legislators to properly safeguard the interests of the public :

Wood alcohol is not official in the U.S.P. Its common names are carbinol, methol, hydroxymethane, pyroligneous spirit, pyrodylic alcohol, methyl alcohol, wood alcohol, wood naptha. Because of its comparative cheapness and as it resembles ethyl alcohol in many ways in its general properties, it is much used in the arts as a solvent of resinous varnishes, as a base for the manufacture of formic aldehyde, as a cheap fuel substitute for alcohol, in liniments and other external remedies, in flavoring essences and cordials, etc.

The purest methyl alcohol is decid dly toxic, both internally and externally, as may be seen from the following authoritative utterances :

Shoemaker says : "Wood alcohol is much more toxic than ethyl-alcohol, and has the peculiar property of causing optic neuritis and blindness." Optic neuritis is an inflammation of the optic nerve and retina.

R. Hunt, in Sollman's Text-book of Pharmacology, says : "Wood alcohol produces degenerative changes in the retina leading to blindness; effects which are entirely absent in grain alcohol. * * The use of methyl alcohol, except for burning, etc., in the arts, should be absolutely prohibited."

DANGEROUS, EVEN EXTERNALLY.

Cushny says : "In a considerable number of cases death has followed from a single dose smaller than would have been fatal had ethyl alcohol been swallowed, and in some cases total and permanent blindness has followed or accompanied recovery. * * * The large number of cases of blindness or fatal intoxication collected by Buller and Wood demonstrate clearly the danger incurred in the use of this poison internally or even externally."

Wood alcohol is only safe in the hands of careful people, who realize its toxic nature and who are able to use it when so confined that its vapors are not dissipated, that is, when its vapors can not be detected by the sense of smell, as for instance, using it as a fuel.

In formulating legislation, druggists should be on the safe side and prohibit its use in any internal or external remedy, or any varnish or paint.

It is as much a poison as Acetanilide or Strychnine, and should be subject to the same restrictions.

It is more virulent poison than grain alcohol, hence it should be made impossible for it to exist in any beverage.

It has blinded many painters and varnish makers, hence it should be prohibited from being used in any paint or varnish. A painter's eyesight is more valuable than all the added profits accruing to the wood-alcohol varnish-manufacturers by the use of this destructive agent.—N.A. R.D. Notes.

REMOVING ENAMEL LETTERS FROM WINDOWS.

In reply to the query of a correspondent the Pharmaceutical Journal gives the following : If the letters have been put on with white lead, as you suspect, you will have considerable difficulty in removing them. We suggest that you commence with nitric acid, applying it around the edges with a fine pipette, or in any other convenient way. Allow the acid to act on the cement for some time, then wash off with clear water ; repeat the process with nitric acid and water until some effect is apparent. When that is the case, apply a suitably folded pad of cloth, wrung out of hot water, to the letters as they are treated, avoiding the window glass as far as possible. This will cause some slight movement of the letters, and at the same time tend to soften the cement and promote the action of the solvent. If this has no more than superficial effect, you might try the continued application of oil of turpentine. As a last resource, strong sulphuric acid pipetted around the letters may destroy the organic material of the cement to a sufficient extent to enable you to insert a suitable lever and gently work it in conjunction with the hot water pad.

Most druggists do, and every druggist should, realize the fact that it is their duty to supply to their customers goods of the highest quality that it is possible to obtain. Cream of Tartar is frequently used medicinally, and it is a well known fact that there is no article that is so extensively adulterated. This adulteration in some cases is carried to such an extent as to be really dangerous. Every druggist should consult the Government Analyst's reports on Cream of Tartar, which shows the strength, quality and purity of the different kinds on the market. The analysis in every instance shows Gillett's Cream Tartar to be chemically pure. The latest bulletin on Cream of Tartar issued by the Inland Revenue Department is No. 222, and will be found to be both interesting and instructive.

Work is a splendid way of reading character. It show's a man's strength and weakness.

CREMULES.

Sir James Sawyer's brilliant proposal to utilise "chocolate-cream as a vehicle for the exhibition of medicaments suggests an interesting series of new preparations, and the following notes are intended to point out the best method of procedure and save dispensers the time and worry of individually finding out what to do and how to do it.

With all respect to Sir James Sawyer, we must question the description of the method of preparation of ordinary chocolate-creams which he gives. The method described suggests that these dainties are of the nature of capsules, whereas they are more nearly akin to the soft gelatin-coated pill. That is to say the cream or centre portion is made first and the chocolate coating then applied, on the large scale by intricate machinery, which works with a precision which is most fascinating and almost uncanny.

Very presentable creams can, however, be turned out by any neat dispenser without aid of special apparatus. The first step is the preparation of a quantity of "cream," which generally belies its name by containing neither milk nor cream. These ingredients are unnecessary, as without them we are able to provide what is required— i. e., a smooth, slowly soluble paste of pleasant taste. Briefly the manipulation is as follows :

Take

Pure cane-sugar	1 lb.
Glucose (syrupy).....	¼ lb.
Water, a sufficiency to disolve.	

Boil this solution until the temperature reaches 240 degrees F. Pour out on a clean and damp ointment slab, and leave until nearly cold. Then work it with a spatula as if it were an ointment, until the transparent syrup has changed to a smooth white cream. It is advisable to knead it with the hands to ensure smoothness and freedom from lumps.

This is the basis of our cremules, and what is not required for immediate use may be stored in a covered pot. If a damp cloth be placed on top of the cream it will keep good almost indefinitely.

Those who are familiar with pills and suppositories will have no difficulty in preparing medicated creams, as the manipulation is practically identical. The medicaments are incorporated either by trituration in a mortar exactly as if it were a pill-mass, or the cream may be melted at a low temperature and the other ingredients stirred in. Commercially, the creams are formed by being run into depressions made by plaster-of-Paris moulds in trays filled with powdered starch in the same way as the familiar pastilles are moulded. Unless the pharmacist means to make a specialty of some particular cremule, it is unnecessary to have them moulded as the soft plastic medicated cream can be quite easily divided into pieces of the required weight—30 to 90 grains —according to the amount and character of medication. These pieces can be roughly formed by hand into any of the usual shapes. Mathematical uniformity of shape is not at all necessary. If the creams have been molded in starch they require a few hours to cool and set, are brushed with a soft brush to remove adhering starch, and are than ready for coating. The coating mixture has the following composition :

Pure chocolate.....	5 parts
Powdered sugar.....	3 parts

The chocolate, which may be obtained in blocks from the lozonge-makers, is pounded in a warm mortar until reduced to a smooth paste, and the sugar gradually incorporated, with constant trituration until a smooth mixture results. This mixture requires plenty of hard rubbing, and should be tested for smoothness in the mouth.

The chocolate should melt away gradually and evenly, and when this condition is reached it is ready for use. It may be flavored, if desired, with a trace of vanillin disolved in spirit. A sufficient quantity of this sweetened chocolate is melted in a water-bath ; an ointment-pot in a pan of warm water is more suitable than a shallow vessel. Into this the medicated creams are dropped three or four at a time. After a moment they are removed singly with a fork or long-handled spoon and dropped on waxed paper, then put in a cool place to harden. They require careful handling, and should be dispensed in shallow capsule or cachet boxes, preferably each in a small soufflee case. If carefully manipulated the finished chocolates will be similar in appearance to the more expensive varieties sold in the best shops. As a matter of fact, they have been produced by practically the same process. Before attempting the preparation of cremules it is advisable to critically examine an assorted lot of the confectioner's chocolates. These will suggest many possible variations in the consistence of cream, which varies with the temperature to which it is boiled, color and flavoring. A consideration of these points will enable the pharmacist to construct formulas which will be satisfying to the physician and pleasant to the patient.

The following are examples of approved formulas :

CREMULA MORPHINAE.

Morphinae hydrochlor.	gr. 1-32
"Cream".....	dr.ss

To make one cremule.

Flavor with a trace of vanilla or lemon essence; a very small quantity of flavoring is required. Apomorphine, cocaine, heroin, codeine, and the like in small doses may be similarly treated.

You Should Carry

Sapho Lines

1st. Because the quality is best.

2nd. Because the prices are right.

SAPHO Insecticide is without doubt the most radical vermin and insect destroyer known. You need a stock for the summer. Phenomenal Sales—Harmless Preparation. Write for sample and prices.

ANTI-DUST Disinfectant Sweeping Powder—The only sweeping powder that kills moths, germs and insects as well as laying dust and giving a clean, refreshing odor of pines.

Special advertising propositien.

Samples, Particulars and Prices on request.

The Sapho Manufacturing Co., Limited

586 Henri Julien Ave., MONTREAL.

Spring is Here !

Spring brings with it enquiries for certain lines of goods. Note the list below:

MILKING TUBES,
TEAT DILATORS AND BISTOURIES,
MILK FEVER OUTFITS,
HORSE and CATTLE INJECTION PUMPS,
HYPODERMIC SYRINGES,
TROCARS, CATHETERS,

A complete line of veterinary supplies always on hand.

We allow drug trade special discount on above line.

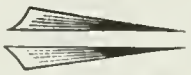
Look up your stock of Bath Mitts and Sponge Bags.

The J. Stevens & Son Co.

LIMITED

Druggist Sundries,
Enamel Ware,
Leather Goods,
Rubber Goods,
Surgical Instruments,
Glass-ware,
Surgical Gauzes,
Electrical Apparatus.

145 Wellington Street West, TORONTO.



Special Prices when ordered in bulk packages.

The Pure Food Law prohibits the sale of any but strictly pure

EXTRACT VANILLA

WYETH'S

represents the True Flavor of Choice Vanilla Beans.

Free From Any Adulterant

Pure and Wholesome

John Wyeth & Brother

INCORPORATED

Philadelphia, Pa.

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5 35	5 Gross
¾ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

ELECTRIC BEANS
CREATE RICH, RED BLOOD.
ARE A TONIC BLOOD MAKING BEAN.

"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "Best" use "Electric Beans."

"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

SANOL

Is very valuable in the treatment of Gall Stones, Kidney Stones, Gravel in the Bladder, Lumbago, Uric Acid Diatheses.

Sanol's Antidiabetes

Is the only positive cure for Diabetes.

"Changing Diet Method"

Sanol: retail $1.50, trade $12.00 doz.
Sanol's Antidiabetes: retail $2.00, trade $16.00 doz.

Terms, 30 days 5%.

Sanol's Preparations may be obtained wholesale from:

All Depots and Branches of the National Drug & Chemical Co. Limited, of Toronto.
Drug Trading Co Limited, Toronto.
Lyman Bros. Co. Limited, Toronto
Lyman's Limited, Montreal.
Lyman-Knox Co. Limited, Montreal.
N. C. Polson & Co, Kingston
Martin, Bole & Wynne Co., Winnipeg.

Your esteemed orders will have our prompt attention.

The Sanol Mfg. Co., Winnipeg, Man.

BUSH'S ESSENTIAL OILS

GUARANTEED B.P., 1898.

Sandalwood, Cubebs, Lemon, Cloves, Lavender, Etc.

OLEO-RESINS - ESSENCES
CONCENTRATED PERFUMES

CHLOROFORM, B.P.
for ANAESTHESIA.

W. J. BUSH & CO.

LIMITED.
of London, England.

490 ST. PAUL ST. MONTREAL
122 WELLINGTON ST. W. TORONTO
WINNIPEG AN VANCCUVER

CREMULE ANTISEPTIC FORT.

Sodii bibor..... ....gr. ij
Thymol..... ....gr. 1-32
Ol. cinnamon..... ....m ½
"Cream"..... ....dr. j
S.V.R..... ..... q.s. (to dissolve the thymol.)

This is a powerful antiseptic, useful in catarrhal conditions.

CREMULE MENTHOL ET. EUCALYPT.

Menthol..... ....gr. 1-20
Ol. euxalypt..... ....mss.
Ol. limonis..... ....m½
"Cream"..... ....3j.

Cocaine gr. 1-20 or heroin br. 1-30 may be combined if required.

CREMULA MORPHINAE ET. IPECACUANHAE.

Ext. ipceac. liq..... ....mss.
Morphinae hydrochlor.... ....gr. 1-64
Ol. anisi..... ....mss.
"Cream"..... ....gr. xlv.

CREMULA AMMONII CHLORIDI.

Ammon. chlor..... ....gr. iij.
Ext. glycyrrh..... ....gr.x
"Cream"..... .... ijss.

Soften the ext. glycyrrh. by heat, and incorporate the cream.

Although not strictly pertaining to our subject, the following may be usefully mentioned here :

LAXATIVE FRUIT CREMULES.

Tamarind pulp..... ....10 parts
Powdered senna..... .... 3 parts
Sugar..... .... 5 parts
Wheat starch..... .... 1 part

Mix in a water-bath and divide into pieces of about 40 grains each and coat with chocolate. This formes the "Hindu dates" of the Austrian Pharmacopoeia, and is improved by the addition of a little oil of coriander.

A similar preparation may be made by preparing confect. sennae B.P. stiff enough to be divided into pieces and chocolate-coating each dose. The writer did this once at the request of a physician who wished a gentle laxative for a fastidious patient. When asked later if they suited, the doctor smiled and said they were so nice he had eaten the lot himself. A more modern "fruit" preparation is made on the following lines :

Phenolphthalein..... ....gr. j
Potass. acid. tart. gr. j
Ol. aurant..... ....q.s.
"Cream"..... .... ij

With these as models the practical pharmacist may compound many ' ions, either to meet the requirements of local doctors or to foster retail business.—Chemist and Druggist.

The E. G. West & Company's line of price restricted Proprietary Articles are a very neat and attractive design and bid fair to be one of the most popular lines on the market.

THE KEEPING QUALITIES OF SOLUTIONS OF HYDROGEN PEROXIDE.

According to a statement of Fischer's in the Pharmazeutische Zentralhalle, the 30 per cent. solution of hydrogen peroxide, "perhydrol," can be kept indefinitely, while the various solutions prepared from it by diluting with distilled water decompose rapidly. Solutions of 4 and 8 per cent. decompose more rapidly than both stronger and weaker solutions ; solutions of 10 per cent. and over increase in stability up to 33 per cent. Dilute sulphuric, hydrochloric and phosphoric acids retard materially the decomposition of solutions as dilute as 1 per cent. and 3 per cent., while boric acid is not adapted to this purpose. Fischer recommends that when dilute solutions of hydrogen peroxide are to be dispensed they be prepared extemporaneously from the 30 per cent. solution.

THE BUSINESS OF MEN.

Man's proper business in this world falls mainly in three divisions :

First, to know themselves, and the existing state of things they have to do with.

Secondly, to be happy with themselves and in the existing state of things.

Thirdly, to mend themselves and the existing state of things as far as either are marred and mendable.—John Ruskin.

THE MAN WHO DELIVERS THE GOODS.

By Walt Mason.

There's a man in the world who is never turned down, wherever he chances to stray ; he gets the glad hand in the populous town, or out where the farmers make hay ; he's greeted with pleasure in deserts of sand, and deep in the aisles of the woods ; wherever he goes there's the welcoming hand—he's The Man Who Delivers the Goods. The failures of life sit around and complain ; the gods haven't treated them white ; they've lost their umbrellas whenever there's rain ; and they haven't their lanterns at night ; men tire of the failures who fill with their sighs the air of their own neighborhoods ; there's the man who is greeted with love-lighted eyes—he's The Man Who Delivers the Goods.

One fellow is lazy and watches the clock, and waits for the whistle to blow ; one has a hammer with which he will knock, and one tells the story of woe ; and one, if requested to travel a mile, will measure the perches and roods ; but one does his stunt with a whistle or smile—he's The Man Who Delivers the Goods. One man is afraid he'll labor too hard—the world isn't yearning for such; and one man is ever alert on his guard, lest he put in a minute too much ; and one has a grouch or a temper that's bad, and one is a creature of moods, so it's hey for the jovous and rollicking lad—for The One Who Delivers the Goods.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

Editor Canadian Druggist.
Toronto, Ontario.

Dear Sir,—Having had several inquiries for a preparation that will put a gun metal finish on brass, I thought perhaps you would have some formula that would have the desired effect.

Yours truly,
J. C. GIDLEY.

Duncan, B.C.

The editor would be obliged if one of our readers would supply correspondent with the formula asked for.

Editor Canadian Druggist,
Toronto.

Dear Sir,—Would you please supply me with the address of manufacturers of, or dealers in, the following goods:

Bottles, (all sizes) Massage Jars and Ointment Pots, Corks, Collapsible Tubes, Bottle Stoppers, Tin Boxes and Cans, Talcum and Tooth Powder Boxes. Yours truly,

E. M. ATMORE,
1408, 3rd Ave. E, Owen Sound.

If the correspondent will look through our advertising columns he will, no doubt, find the information he requires.—Editor.

SANTONIN AND ITS ADULTERATION.

The Editor the Canadian Druggist,
Toronto, Ontario, Canada.

Dear Sir.—Expensive drugs, such as alkaloids, naturally exert a peculiar fascination on the unscrupulous faker of the get-rich-quick by-any-method kind, but it is when the market price of some largely sold drug of this description shows an upward tendency that his business flourishes. The recent advance in price of SANTONIN brought to light another instance of this contemptible form of trading on afflicted humanity. As reported in the London trade journals, Mr. John C. Umney found that Santonin was being offered adulterated with 25 per cent. of acetanilid. The use of this adulterant is not new, indeed some time ago Santonin containing as much as 80 per cent. of acetanilid was sold in France. Boric acid, however, still appears to be the adulterant generally employed, and in this connection it may interest you to hear that in 1904 I had occasion to analyze in my research laboratory a number of samples of "santonin" which was being sold in India at prices which made it clear that the article was adulterated. This so-called santonin consisted of boric acid, in one case of borax, with only traces of santonin. This barefaced fraud did not escape the vigilance of the Indian custom authorities, and the goods were ordered to be re-shipped. In one instance a penalty of 100 rupees was imposed.

I have before me a bottle sent to me a short time ago by my travelling representative in India. The label bears the wording, "Mix Santoninum" —"Manufactured in Calcutta," in addition to the contradictory statement, "Deutsches Fabrikat." An analysis of the contents revealed the presence of boric acid without a trace of santonin. It was shown that the adulteration was committed in Calcutta by a firm whose name was ascertained by me.

Such flagrant cases of adulteration are again a warning to the pharmacist to purchase his supplies of alkaloids and other high priced drugs from a reliable maker with a reputation to maintain. The inexplicable absence of the desired action following the administration of the adulterated drug is very apt to engender suspicion in the mind of the doctor or patient as to the business integrity of the pharmacist, who under such circumstances is made to suffer, while the real culprit, the faker, gets off scot-free with the profits.

Yours faithfully,
E. MERCK.

MAKING ARTIFICIAL SPONGES.

The process for making these is described by the Pharmaceutical Journal (through Merck's Report) as follows: It consists principally in the action of zinc chloride on pure cellulose. This results in a pasty, vicious mass, which is mixed with coarse rock salt. Placed in a press-mold armed with pins, the mass is pierced through and through until it appears traversed by a multitude of tiny canals, like the pores of a natural sponge. The excess of salts is subsequently removed by prolonged washing in a weak alcoholic solution. The artificial sponge swells up with water, but hardens on drying, just like its prototype. It is said to be eminently adapted for filtering water for sanitary or industrial uses, and it can be employed for all the purposes that are usually assigned to the genuine article.

The marriage took place recently of George Moore, druggist of Carlton Place, and Miss Dockerell, druggist of Smiths Falls, Ont. We wish the contracting parties every happiness and continued success in their businesses, both of which, we understand, will be carried on as usual.

Order Colgate's Dental Powder through any Wholesale Drug House in Canada.

$2.10 per Doz.

Two *Colgate* Articles at the Price of One

The Special Package illustrated is made up of a full size container of

Colgate's Antiseptic Dental Powder

and a Guest Room Cake of the famous

Cashmere Bouquet Soap

Those customers who may still prefer a powder to Ribbon Dental Cream get magnificent value in this package.

Cashmere Bouquet Soap is known from coast to coast. You can get this standard seller from your Wholesaler, in boxes of six cakes at

$2.65 per Doz.

You enjoy a double advantage by selling Colgate's Dental Powder—for every sale places a "sample" of Cashmere Bouquet Soap in the hands of a customer who can readily afford to purchase the usual size cake of this soap—luxurious, lasting, refined.

Information regarding free goods and special offers will be furnished on request.

Address: **COLGATE & CO.** Established over 100 years.

Manufacturers of Quality Toilet Articles

W. G. M. Shepherd, Montreal, Sole Agent for Canada.

THE MAGNET OF WINDOW DISPLAY.

Personal magnetism is one of the chief sources of success. Fluent, suave talkers unknowingly exercise this force, that not alone commands, but persuades, convinces, urges and entices.

In an abstract way, magnetism is embodied in everything relative to successful advertising.

The current of individual magnetism should be transfused into the creations and operations of the divers publicity agents—down to the humble show-card.

The show-card, the magnet of window display, must be attractive, not alone regarding lettering and decoration, but also as to the legend or address it bears.

Truth tersely told—a golden advertising rule, can be well applied to window signs.

It is the card that sells the goods.

I am often called upon to get up wording for cards of various natures, and therefore compelled to make a special study of catchy phrases, headlines, mottoes, etc., to be able, if necessary, to plan and execute an entire card outfit from designing to wording and lettering.

CONSTANT DESIRE FOR SOMETHING NEW.

Storekeepers, managers and window dressers, visiting our show-room, invariably approach us with the same demand, "FOR SOMETHING ENTIRELY NEW." Mind you "BRAND NEW—not what you made for another customer last week—Oh no: that is old—has been shown before, and it would be copying, using the same idea."

Around meager information, you have to plan and design individual and original window displays and placards for most any trade or business.

AN "EINSON" CARD

It is not an easy matter to concisely and conclusively tell a story in a few words.

Cards overburdened with "Ad" matter are just as much out of place as those with too scant an announcement.

SHOW CARD COPY.

The writer had a chat the other day with the new manager of the pipe department of a large local retail cigar concern, who was very enthusiastic over the result he derived from his show-cards.

Sales increased wonderfully after he abandoned the too trite methods of his predecessor, whose cards merely read: French Briars reduced to 50c.

Under the regime of the new man this card now runs as follows: Extraordinary Pipe Sale, guaranteed genuine amber; imported French Briar, 50c. The amber alone is worth the price we ask.

This card tells a story of the pipe, explains its merits, and reasons the bargain.

You have to keep posted on all the latest styles of men's clothes as well as women's apparel, the new shapes of hats and the newest wrinkle in shoes, and occasionally a druggist will drop in with a request to dope out an alluring card that will clear out his entire stock of last season's cough mixture.

So you keep on originating and creating new stuff for a day, unceasingly watching for availing opportunities, startling events, great discoveries, accidents or incidents, to transform them with pen or brush, wit, pun, or satire into tidbits for the ever-hungry novelty seeker.

I tell you, the show-card business keeps a fellow on the "qui vive" all the time, and very few comprehend the great amount of time, labor, hard study and perseverance it takes to create a now-a-day window sign that really proves a business-bringing advertising medium. MORRIS M. EINSON.

GOODS THAT DRAW TRADE

—VERSUS—

GOODS THAT DRIVE IT AWAY

"Bordo" Chocolates

That there are goods that draw trade, and goods that drive it away, no one will dispute. Nor will anyone dispute the fact that it does not pay to handle the goods that drive trade away and that it does pay to handle the goods that draw trade.

The question is, what properties must goods possess to draw trade, and what properties in goods have the opposite effect. That looks like a hard problem, but it isn't.

Inferior goods, no matter what the price, always drive trade away :while good goods—**goods of quality—draw trade.** Of course, you must be able to tell quality when you see it.

Now it doesn't take a microscope to find the quality in **"BORDO" Chocolates,** not by any means. The neat package itself denotes quality ; the way it is put up denotes quality ; the very appearance of the confection denotes quality ; and the supreme—the final test : the unique flavor PROVES quality.

Live retailers—retailers who know that quality goods are the only goods worth handling, should handle **"BORDO."** It is like a strong magnet, it draws trade and profits. Try it and SEE.

Costs You

10c Packages	**85c doz.**	**1 lb. Boxes**	**4.00 doz.**
1-2 lb. Boxes	**$2.25 "**	**5 " "**	**.25c lb.**

Ask any Wholesale Druggist about "BORDO." If he Can't or Won't supply you, write to us and we will give you the name of one who will.

Ask for samples and particulars. **We do appreciate enquiries.**

The Montreal Biscuit Co.

Wholesale Confectioners MONTREAL

FOR PRICES OF

Surgical Dressings

APPLY TO

NEW CHARFORD MILLS, BIRMINGHAM.

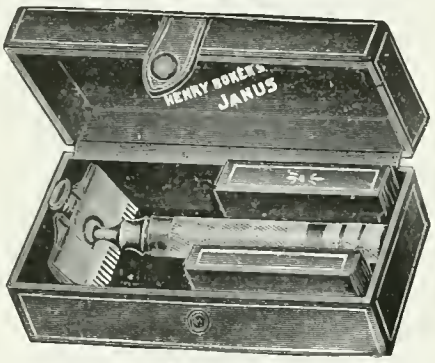
Southall Bros. & Barclay, Ltd.
(Established 90 years.)
WHOLESALE ONLY.

Agents for Canada—
MAC LEAN, BENN & NELSON, LTD

Manufacturers of
LINTS, ABSORBENT COTTONS & GAUZES at the MILLS, BIRMINGHAM and BROMSGROVE.
525, St. Paul Street, MONTREAL.

The Newest and Best Safety Razor

Henry Boker's "Janus"



Triple Silver-Plated Holders and Twelve Double-Edged Blades, These Blades can be stropped, which makes them last indefinitely. The "Janus" is the most wonderful little instrument ever devised for taking the beard noff the face. A angle movement releases or inserts the Blade. The holder is in one piece. There are no parts to adjust—nothing to learn. It is simplest in construction, easiest to clean. Once the blade is inserted in the holder, it is absolutely rigid. There is no vibration. No shaving instrument ever devised approaches it in any particular The steel used in "Janus"Blades is made by Boker's process, which is known the world over as the very best. We guarantee this Safety Razor to shave to perfectiorn

McGILL CUTLERY CO. Reg'd, New P.O. Box 580, Montreal

"VELVETINE"

Antiseptic Shaving Cream

The Modern, Up-to-date, Quick Way of Shaving

Velvetine Shaving Cream composed only of the very best material.

It eliminates the possibility of disease, such as Barbers' Itch, Etc.

Write for Our Special Offer of

$25 $50 $75 $100

The Dominion Soap Co., Limited

Hamilton, - Canada

SOME PRACTICAL DISPENSING HINTS.

By Joseph Hart.

A great amount of information and even pleasure may be derived by noting the little things that frequently arise in the work of the pharmacist. Here are a few such observations :

A minute amount of white petrolatum is about the best thing that I have found to keep camphor in a powdered condition. The presence of petrolatum does not interfere with the use of camphor.

The application of a solution containing 15 grains of oxalic acid to 1 ounce of water with a camel's hair brush every half hour or so is said to remove very effectually the blackness from around a freshly blackened eye.

The addition of a small amount of starch to liquid tooth preparations containing chalk retards the formation of that hard and difficultly diffusible sediment which is so annoying when one tries to make a sale.

In making cold-cream and other ointments, the use of too high temperature not only wastes gas but detracts from a nice, elegantly finished product. Too much heat destroys that much-desired glossy finish. It also causes the finished product to sink eventually, leaving the jar only partly filled ; or it may allow the cream to crack.

I find it quite convenient to use a dram of water to two ounces of quinine and rub to a powder ; allow the alkaloid to dry and then use the powdered quinine for prescription work. This enables one to dispense smaller capsules, obviates the frequent refilling of the case bottles, and does not require so much space for weighing nor waste in handling.

The proper cutting and placing of cotton over an unfilled box of capsules, tablets, etc., also the arrangement of evenly folded papers in the box, the neatly tied cap, unsoiled label and the legibly signed, not stamped, prescription check conduce to "Elegant and Careful Dispensing."

By the use of a small amount of water with a prescription for iron subcarbonate either alone or in combination with other dry powders to be put in capsules, one is enabled to use a much smaller capsule. And the finished capsule will be bright and clean, the capsule being easily packed and consuming about one-fourth the amount of time as by the old method.

The irritation following the application to the eyes of a solution of tannic acid in glycerin made with the aid of heat may be obviated if the acid be allowed to dissolve by cold maceration in the pure glycerin. I keep a clear, lightly colored solution in concentrated form for rapid dispensing.

Gasoline cleans and polishes my ointment containers quite prettily.

I find it a good plan not to keep a stock of empty capsules for prescription use in cardboard containers, as the latter are the cause of so many different sizes of capsules being found in finished prescriptions. I use the glass-stoppered lozonge bottles, adding materially to appearances, and utilizing a bottle that is too frequently thrown away. I wish to add that all paper labels are first coated with collodion, followed by two applications of varnish consisting of copal, mastic, sandarac, spirit of turpentine and alcohol. This little extra exertion not only adds to the appearance of the prescription department, giving a clean, shining, glassy appearance to the labels, but enables one to wash thoroughly the bottles containing oils, pills, tinctures, fluid extracts, etc.

Do you use powdered asafetida in making pills calling for asafetida as one of the ingredients ? The result of my experience with the use of the best gum resin and massing with alcohol and a trace of glycerin has been very satisfactory. A large number of physicians contend that the therapeutic value of asafetida is due to the volatile oil it contains, and I do not believe you get an appreciable amount in the powdered gum resin.

About the most slovenly thing sent out from a prescription case is a prescription calling for a pill mass enclosed in capsules, the mass being unevenly coated with lycopodium and forced into the gelatin investment. Why not finish the final rolling without the powder so as to get all the capsules uniform in color and to prevent a costly waste of lycopodium ?

Instead of throwing away the ichthyol that runs down the clean sides of the container and soon becomes very solid, collect and store away this portion in clean jars to be used in making pills, etc.

The filling of frequent prescriptions for gargles containing some form of iron and a minute amount of antipyrine for coloring, represents an application of our knowledge of incompatibilities as a means of obtaining innumerable and economical colors.

Another way of utilizing soap shavings is to make a shampoo for people who object to green soap. My formula, which yields a pretty clear and economical finished product, is : Water and alcohol, of each 4 fluidounces ; castile soap shavings, 1 ounce ; potassium carbonate, 2 drams ; tincture of quillaia, 1 fluidounce. Perfume to suit. Of course the soap, water and potassium carbonate are first added, followed by the alcohol and tincture and perfume. After twenty-four hours, filter.

By mounting and displaying, as are the weather reports, the adverse journalistic patent medicine criticisms, you gain both the patronage and confidence of the physicians, and quite forcibly impress the discriminating people.

While in the East last summer I was greatly im-

pressed by the commendable manner of the real clever salesmen. If not seemingly interesting his patron, he excused himself after calling another, perhaps the manager of the department, who invariably consummated the sale.

To obviate the disagreeable lumps and shreds of egg albumen in egg malted milk, do not do as so many dispensers, put most of the ingredients in the glass and try to disintegrate them. Work up your egg and syrup in one glass and malted milk in another with a small portion of the milk to be used. Afterwards combine the two mixtures and finish the drink.

The prescribing of hydrogen peroxide with Dobell's solution should be discouraged. They are not only incompatible chemically, but with some samples physically, the patient in more than one case becoming alarmed over the gas evolved and the change to a pinkish color.

A large number of physicians are now verifying the seemingly preposterous assertion that strychnine is more efficacious when given in solution than when given in tablets, pills, etc.

The results of quite a number of trials favor the administration of Fowler's solution in milk in preference to other vehicles.

Pancreatized olive oil is strongly advocated as an application to a dry scalp the night before the shampoo.

We frequently have orders for various amounts of silver nitrate in either glycerin or water. Some samples of silver nitrate produce the dark coloration at once and others in four or five hours, while others produce a cloudiness at once. After a series of experiments I find that these troubles may be greatly retarded or completely obviated by the use of pure neutral glycerin or distilled water to which an almost infinitesimal amount of pure concentrated nitric acid has been added.

I find it quite economically advantageous to put a little cotton in the bottom portions of Parke, Davis & Co.'s empty capsules, No. 13, and use them for the cappings of the 1- or 2-dram homeopathic bottles of toothache drops. This arrangement saves a vast amount of cotton and permits of a nice, evenly rolled finished package. Should a cork in any one package be so defective as to allow leakage, the cotton is in the right place to absorb it and prevent ruining the other bottle wrappers.

PRICE CUTTING.

There is no business man who is going to get all the trade of the community. Personality draws certain trade, a well-kept shop draws more, but good goods sold at fair prices is the magnet. If you go to cutting prices, for a time trade may come in your direction, but it will only be temporary: so, for heaven's sake, don't cut and slash the prices. Put out some leaders if you desire, but hold the general lines up to a point where you will get a living profit. Work along conservative lines and do a square business. This plan, any successful merchant will tell you, will drive the price cutter to the wall.

PROPRIETARY MEDICINES IN GERMANY.

In discussing cases of recommending treatments, the German physician has not the slightest hesitation in mentioning half a dozen proprietary synthetics, as simply elegant preparations. He is not afraid that he might be suspected of being in the employ of some manufacturer. On some days I heard a dozen or two different proprietary preparations mentioned in the different clinics, and nobody thought any the worse of the professor or instructor. On the contrary the listeners took down the names religiously and were thankful for the information.

Just imagine an American lecturer recommending some proprietary preparation or even some special brand of non-proprietary preparation publicly! Why, it should be considered a greater crime than chronic inebriety or licentious debauchery. But, then, we are so much more ethical than either Germany or Austria, or France, or that little Switzerland.—(Dr. W. J. Robinson, in Amer. Jour. Clin. Med.)

PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF QUEBEC.

The Major and Minor Examinations which have been in progress since Monday, the 15th inst., finished this day, Friday, with the following results:

Major Examinations:—34 candidates presented themselves and the following passed in order of merit as the new licentiates in Pharmacy. M. M. Heliodore Phaneuf, Wilfrid Chamberland, E. W. Grindley, G.P. Jones, Emile LeBarre, J.Z.A. Fortin, Leandre Lippens, C. H. Blouin, Harry Singer, E.A. Gadbois, M. Freedman, R. Picard.

Minor Examination:—Of the 23 candidates for this examination the following passed in order of merit as the new Certified Clerk: M.M. W. Prud-homme, R. DesRosiers, J. Henri Robert, E. R. Ranson, J. C. Filion, H. Mulligan, N. Denbow, Conrad Rivest, L. Girard, Hon. Lavoie, Roger Huot, M. Letourneau.

The Board of Examiners was composed of Mr. J. E. Tremble, President; A. B. J. Moore, H. Lanctot, W. H. Chapman, Montreal; O. St. Amour, Ste Agathe des Monts; Henry Willis, Quebec; Arth. Farley, Hull; and S. Lachance, Secretary-Registrar.

The Momentum of the GILLETTE

Ever watch a big Mogul puff and tug to start a heavy freight train? It certainly takes some energy.

But when that train has hit a 40 mile gait, it is easier to keep it going than to stop it.

It took no end of advertising and a vast amount of energy to convince men that the GILLETTE Safety Razor, so different from the open blades to which they had been accustomed, would shave them quicker and better, as well as more safely. But we did it.

Once started, that idea has steadily gained momentum as time has proved the GILLETTE'S superiority. Persistent, vigorous advertising has helped it along, and now when a man thinks of safety razors he is almost sure to think first of the GILLETTE. Over six million have been sold, at prices that have never been cut, and sales are increasing every year.

What is true of the country as a whole is true of your particular section of it. To YOUR customers the GILLETTE is "The Razor of To-day."

It's a great deal easier for you to keep this idea going than it is to stop it—and it pays decidedly better.

With its immense popularity—its substantial, protected profits—and the way it brings men back regularly for new blades—the GILLETTE stands alone among razors. It's the liveliest specialty a druggist can handle.

Are you taking advantage of the GILLETTE'S momentum to increase your business?

THE GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED

Office and Factory--The New GILLETTE Bldg., MONTREAL

TRADE Gillette MARK

KNOWN THE WORLD OVER

"ARLINGTON"

Teething Rings
Eye Shields
Babys' Rattles
Soap Boxes
Dressing Combs
Fine Combs.

ALL **A1** VALUE

The Arlington Co., of Canada
LIMITED

East	Ont.	West
Duncan Bell, Montreal	John A. Chantler & Co., Toronto.	R. J. Quigley, Winnipeg.

The Leading Line

Beecham's Pills

- Notice to the Trade -

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion, and the fact that Beecham's Pills are so well-known and valued by the residents who have come from the British Isles, the demand is rapidly increasing, and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price. The following firms are the Distributing Agents:

All Depots and Branches of the National Drug & Chemical Co. of Canada, Limited.
Messrs Lymans Limited., Montreal.
Messrs Lyman Bros. & Co., Limited, Toronto.
Messrs Martin Bole & Wynne Company, Winnipeg.

WHOLESALE PRICES:

Less than one dozen	$2.30 per dozen	less 5%
One dozen	2.20 " "	
Six dozen	2.10 " "	

Formulary

SEASONABLE LINES.

FURNITURE POLISHES.

Linseed oil raw	fl.oz. 40
Diluted acetic acid	fl.oz. 16
Alcohol, denatured	fl.oz. 1
Solution of antimony chlorid	fl.oz. 2
Ammonium chlorid	av.oz. 1
Spirit of camphor	fl.oz. 1

Add first the antimony solution, then the spirit of camphor and acid, and lastly the ammonium chlorid to the oil, and shake well after each addition.

Alcohol, denatured	fl.oz. 10
Linseed oil, raw	fl.oz. 10
Sandarac	dr. 2
Diluted acetic acid	fl.oz. 5
Nitric acid	fl.dr. 1

Dissolve the sandarac in the alcohol and add the other ingredients.

Linseed oil, 28 ounces; oil of turpentine, 2 ounces; solution of anitomy chloride, ½ ounce; dilute acetic acid, 2 ounces; alcohol, 2 ounces. Mix in the order named, shaking well after each addition.

PIANO POLISH.

Butter and antimony	1½ ounces
Alcohol	1½ ounces
Raw linseed oil	8 ounces
Cider vinegar, enough to make	16 ounces

Disinfecting Fluids and Bug Killers.

1.—Creosote	10 gallons
Rosin, powdered	56 pounds
Caustic soda lye, 38 degrees Twadell	9 gallons
Boiling water	12 gallons
Methylated spirit	1 gallon
Black treacle	14 pounds

Melt the rosin and add the creosote; run in the lye; then add the water and the methylated spirit well mixed together, and finally the treacle. Boil until all is dissolved.

2.—Hard yellow soap	7 pounds
Gas tar	21 pounds
Water, with 2 pounds of soda	21 pounds

Cut the soap in fine shavings and dissolve in the gas tar; then add slowly the water solution of soda and mix the whole thoroughly.

AN AGREEABLE DISINFECTANT.

The following mixture forms a thick cream, a small quantity of which poured on a plate, soon diffuses an agreeable odor throughout the apartment, acting at the same time as an effective disinfectant:

Camphor	20 parts.
Chloride of lime	50 parts.
Alcohol	50 parts.
Water	58 parts.
Oil of eucalyptus	1 part.
Oil of cloves	1 part.

LIQUID STOVE POLISH.

Gum tragacanth, 1 ounces; water, 4½ pints; powdered alum, 3 ounces; sugar, 1 ounce; turpentine, 6 ounces; Dixon's best graphite, 4½ pounds. Put the tragacanth in the water and let it stand until it is thoroughly softened. This will require about twenty-four hours. Then dissolve the alum in the mixture, add the turpentine and stir well. Then stir in the graphite and, lastly, add the water to reduce to the desired consistence.

GOLF-BALL PAINT.

The Chemist and Druggist published the following:

White lead, ground in oil.
Zinc white, ground in oil.....equal parts.
Ultramarine
Coach varnish.....of each a sufficiency.

A trace of ultramarine is added to the oil paints, to ensure perfect whiteness, and the mixture is then thinned with the varnish.

FLOOR POLISH.

1.—Spermaceti	20 parts.
Hard paraffin	20 parts.
French chalk	40 parts.

Shave the spermaceti and paraffin very finely; mix with the French chalk, and pass through a sieve.

2.—Powdered stearin	20 parts.
Powdered yellow wax	5 parts.
Powdered soap	2 parts.

Prepare as in preceding. Perfume may be added if desired.

CLOTHES CLEANER.

Coal oil	1 ounce
Carbon tetrachloride	3 ounces
Oil citronella or myrbane to flavor.	

This cleaner may also be used for cleaning tableware, and may be used as an insect killer.

WOOD RENOVATOR.

After thoroughly cleansing apply with friction a solution of Japan wax in equal parts of linseed oil and turpentine.

CLEANING MARBLE.

Use soap and water. If this will not answer, use sodium carbonate mixed with chalk or powdered pumice. Some stains must be removed with oxalic acid. After thoroughly cleansing polish with a solution of white wax in turpentine, 1 in 10. Use a flannel cloth for applying the latter.

CLEANING SILVER.

When silverware has become tarnished, equal parts of sodium hyposulphite and prepared chalk rubbed up into a paste with water and applied, is very effective. After this application it is readily polished with chalk.

BENZINE JELLY.

Cocoanut oil soap	2 ounces
Ammonia water	3 ounces
Liquor potassae	1½ ounces
Water, to make	12 ounces

Make a solution.

Of the above solution 2½ ounces are sufficient to solidify one quart of benzine. The latter should be added in small portions and well shaken after each addition.

LIQUID SOAP.

Richaud, in Repetoire De Pharmacie gives the following formula for a liquid soap, which he says is very frothy and penetrating.

White soap	1,000 parts.
Soft soap	1,000 parts
Poppy oil	500 parts
Glycerin	50 parts
Betanaphthol	50 parts
Alcohol	500 parts
Oil of lemon	50 parts
Water, enough to make	15,000 parts

The two soaps and the poppy oil are mixed with 3,000 parts of water and gently heated until of a pasty consistency, when the other ingredients are added.

NON-INFLAMMABLE CREAMY CLOTHES CLEANSING PREPARATION.

Rosin soap	1 pound
Common white soap	1 pound
Potassium hydroxide	3 ounces
Alcohol	8 ounces
Carbon tetrachloride	5 pints
Water	enough

Melt the soaps together on a water bath, adding to them a little water from time to time as required. Dissolve the potassium hydroxide in the alcohol, add to this solution 1½ pints of carbon tetrachloride, and incorporate the liquid in the soap mass, beating the whole with an egg beater. Transfer the pasty mass to a suitable bottle, add the rest of the carbon tetrachloride and mix the whole by agitation. The compound should at once be transferred to wide-mouthed bottles of the size desired for the market and these immediately corked tightly.

HOUSEHOLD AMMONIA MIXTURES.

1.—Castile or soft soap	8 oz. av.
Borax	4 oz. av.
Stronger ammonia water	32 ounces
Cologne water	4 ounces
Water, sufficient to make	1 gallon

Dissolve the borax and soap in the mixture of ammonia water, cologne water and water. This makes a cloudy preparation which is a desideratum with some people, we do not know why. To make a clear solution the cologne water may be omitted and distilled water be used in place of tap water.

2.—Ammonia water	16 parte
Yellow soap	64 parts
Potassium nitrate	1 part
Soft water, sufficient to make	200 parts

Shave up the soap and dissolve it in the water by the aid of heat. Add the potassium nitrate and dissolve. Cool, strain or skim off any suds or bubbles that may be on the surface; add the ammonia water. Mix and bottle at once.

TO RENOVATE LINOLEUM AND OILCLOTH.

Dissolve 2½ pounds of paraffin in 1 gallon of turpentine by gently heating. While the mixture is warm apply to the linoleum or oilcloth with a sponge or piece of flannel and allow it to remain twenty-four hours. Then polish with a piece of flannel. This preparation may also be used on painted floors.

Another preparation is made as follows: Wet 1 pound of yellow beeswax and add to it 50 fluid ounces of turpentine. While still warm add to it, all at once, a mixture of 1 ounce of curd soap and 5 fluid ounces of solution of potass, previously dissolved by the aid of heat. Shake until the whole is emulsified. Then add, gradually, warm water to make 4 pints, or until a cream of sufficient consistency is obtained.

SILVERWARE CLEANER.

Make a paste with equal parts of whiting and sodium thiosulphate with water. Apply with a soft brush, rinse in clear water and dry in fine sawdust. For removing egg stains a little salt and water will usually serve the purpose.

SILVERING POWDER.

Potassium cyanide	4 drams
Silver nitrate	2 drams
Precipitated chalk	10 drams

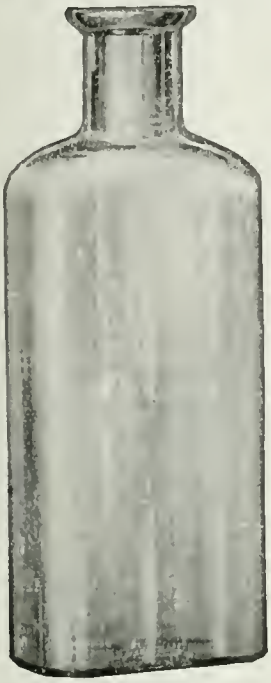
Mix thoroughly and preserve in a well stoppered bottle. When required, pour out a small portion and apply with brisk rubbing. Afterward wash off with clear water and dry. This powder is naturally poisonous, and requisite care should be used in the handling of it.

SILVER SOAP.

Cocoanut oil	80
Potash lye 38 degrees	40
English red	f10
Water	10
Sal ammoniac	1

Mix the red with the water and sal ammoniac, and stir the mixture well in with the soap mass while the latter is still hot.

Mr. Druggist
What About Your Bottles?



HUB OVAL

Are you sure you are getting the best bottles, and that the price is right.

Why not write todayfor samples and prices.

Do it now.

F. E. REED GLASS CO.

Rochester, N. Y.

MAY SPECIALS

Suchard's Fountain Chocolate, 50c in 5 lb., per lb. 60c.
Westco Health Salts ..... per doz. 80c.
Westco Health Salts ..... per gross $9.00
West's Citrate of Magnesia (None better) .. per lb. 25c.
West's Effervescent Soda Phos. ..... per lb. 35c.
Insect Powder (P. E. Anderson & Co.'s as formerly supplied by Parke, Davis & Co., per lb. 30c.
West's Hat Cleaner ..... per doz. 75c.
Salts of Lemon, 5c pkts ..... per doz. 35c.
Parkes' Hat Dye ..... per doz. $2.10
Maypole Hat Dye ..... per doz. 90c.
West's Royal Crest Lime Juice ..... per doz. $2 25

Terms—5% thirty days.

E. G. West & Co.

Wholesale Druggists

and Manufacturing Chemists

80 George Street - Toronto

C. F. BOEHRINGER & SOEHNE

MANNHEIM, WALDHOF

MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

Bottle Complete

Breast

Cell

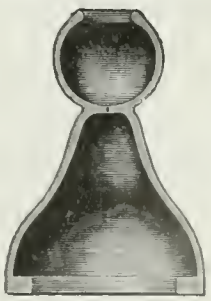
To the Druggists of Canada

We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Ball-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing. We are making a special offer on the Ball-cup nipple until the 1st of January, 1912. Write us for prices.

THE HYGEIA NURSING BOTTLE CO.

1336 Main St., - Buffalo, N. Y.



Section of ball-cup nipple. The puncture in the nipple is at the bottom of the cup.

Tuckett's Cigarettes sell out clean—no profit-eating left overs. They present a compact and convenient stock with total net profits large enough and stable enough to induce any long-headed business-like druggist to stock them. Tuckett *advertising* makes customers — Tuckett *quality* keeps them.

Tuckett's Cigarettes

Three Varieties — Retail Prices Quoted
Tuckett's Special Turkish, 15c for 10
Tuckett's Club Virginias, 15c for 10
Tuckett's T & B, - 10c for 10

Mustard Plasters
"RUEFF"

renowned all over the world for 45 years, in any packing and of any grain at reasonable prices.

Just as reliable as the French Brands

INHALERS always ready for use, the carried in theo pocket.

FABRICK PHARMAC. & CHEM. PRAEPARATE

JULIUS RUEFF
PFUNGSTADT (Hessen) GERMANY
ESTABLISHED 1867

THE GREAT ENGLISH REMEDY

ALWAYS CURE **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1.00 per box.

Canadian Agents: LYMANS Limited, Montreal

FOR OVER HALF A CENTURY

BROWN'S BRONCHIAL TROCHES

Have been recognized throughout the world as a staple remedy for hoarseness and coughs.

A preparation of simple medicinal substances held in general esteem in the treatment of throat affections caused by cold or exertion of the vocal organs.

The Troches are effective in disorders of the throat and larynx, and an invaluable aid to speakers and singers for allaying hoarseness and irritation of the throat.

To sufferers from Lung Troubles, Bronchitis and Asthma, they afford great relief. Warranted free from opiates or anything harmful. In boxes only; never sold in bulk

BROWN'S BRONCHIAL TROCHES

Advertising matter sent free to Druggists upon request

John I. Brown & Son, Boston, Mass.

J.E.R&CO

Do you want Window Letters?

—WRITE—

J. E. RICHARDSON & CO.
147 Church St. Toronto, Ont.

It goes without saying that no stock is complete without

Mrs. Winslow's Soothing Syrup for Children Teething

First introduced in 1849. It is now favorably known and sold all over the world.

THE OLDEST THE BEST

ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

Veterinary Formulae

SPRING TONICS FOR LIVE STOCK.

In Farmer's Bulletin 430 of the United States department of Agriculture the following formula is given for a condimental stock food, with the statement that it has the recommendation of the Vermont and Maine experiment stations :

Ground gentian	1 pound.
Ground ginger	¼ pound
Powdered Saltpeter	¼ pound.
Powdered iron sulphate	½ pound

One tablespoonful to be given in the food once daily for ten days and for ten days more after an interval of three days.

The Iowa station suggests the following formula for a cattle condiment, which, the director naively remarks, will not take the place of common sense and intelligence in the feeding of domestic animals :

Fenugreek	8 pounds.
Ginger	8 pounds.
Gentian	8 pounds.
Sulphur	8 pounds.
Saltpeter	8 pounds.
Rosin	8 pounds.
Cayenne pepper	4 pounds.
Flaxseed meal	14 pounds.
Wood charcoal	20 pounds.
Common salt	20 pounds.
Wheat bran	100 pounds.

RINGBONE AND SPAVIN OINTMENT.

Try the following :

Venice turpentine	2 ozs.
Cantharides powder	2 ozs.
Euphorbium powder	1 oz.
Red precipitate	1 oz.
Lard	24 ozs.

Mix all, simmer slowly for an hour, avoiding burning or scorching, and pour off the liquid from the sediment.

For ringbone cut off the hair and rub the ointment well into the lumps once in 48 hours. For spavins, apply once in 24 hours, for three mornings. Wash well, previous to each application, with clean soapsuds, rubbing over the places with a smooth stick to remove the thick yellow matter.

CURES FOR SADDLE GALLS.

Blisters or galls are brought about by badly fitting harness or saddles, which produce local sores very difficult to cure. The sores should be washed two or three times a day with water, and one of the following ointments applied two or three times daily on a clean soft cloth.

1. Zinc oxide	1 oz.
Water	1 oz.
Salicylic acid	½ oz.
Mutton tallow	2½ oz.
Lard	5 oz.
2.—Tannin	1 oz.
Powdered camphor	2 oz.
Zinc oxide	3 oz.

Mix and sift through a sieve.

Springle on the raw and injured surfaces, after having washed with tepid water and carbolic soap.

3.—Tannin	1 oz.
Powdered camphor	1 oz.
Powdered Golden Seal	½ oz.
Comp. Tincture Benzoin	6 fl.oz.
Glycerin	10 fl.oz.
4.—Lead plaster	4 oz.
Mutton tallow	2½ oz.
Lard	3 oz.
Salicylic acid	½ oz.
5.—Red lead	2 oz.
Lead acetate	1 oz.
Beef suet	1½ oz.
Linseed oil	8 oz.

Heat, stir until it assumes a brown color. Apply once daily.

6.—Tannin	1 oz.
Camphor, powd	1 oz.
Golden seal powd	½ oz.
Compound tinc. benzoin	6 oz.
Glycerine	10 oz.

HUFLEDERKITT (HOOF PUTTY).

According to the Pharmaceutical Journal the preparation known as hufflederkitt used for filling cracks in the hoofs of horses is made after one of the following formulas :

1.—Guttapercha	2 parts
Ammoniac	1 part
Soot	a sufficient quantity.

Melt the first two ingredients together ; stir in enough soot to color, and pour while warm into the cracks, which should have been well cleaned.

2.—Turpentine	3 parts
Ammoniac	1 parts
Guttapercha	1 parts

Melt together at a gentle heat and apply as directed under the first formula.

VETERINARY WHITE OIL.

Olive oil	8 ounces
Oil of turpentine	1 ounce
Ammonia water	2 ounces

FARMERS' STOCK LINIMENT.

Camphor	1 ounce
Phenol	1 ounce
Old thyme	2 ounces
Stockholm tar	2 ounces
Oil turpentine	10 ounces

Paraffin ..... 2 ounces
Fish oil..... ...16 ounces
Mix.

HORSE LINIMENT.

Camphor ..... 2 ounces
Oil of origanum..... 1 ounce
Oil of sassafras..... 1 ounce
Olive oil..... .....32 ounces
Ammonia water..... 8 ounces
Dissolve the camphor in the oils and add the ammonia.

LINIMENT FOR SORE THROAT.

Aconite liniment ..... 1 ounce
Turpentine liniment..... 3 ounces
Camphorated soap liniment... 2 ounces
Apply freely to the horse's throat.

FOR COLIC.

Tincture of opium.
Spirit of peppermint
Spirit of nitrous ether
Ether, of each..... 1 ounce
Sodium bicarbonate..... ½ ounce
Diluted alcohol..... 4 ounces
Linseed oil, to make..... 1 pint
In severe cases, this is one dose; otherwise divide into two doses.

DIURETIC.

Balsam Copaiba..... 2 fl. oz.
Spt. Niter..... 3 fl. oz.
Oil Turpentine..... 2 fl. oz.
Oil Juniper Berries..... 2 fl. oz.
Tinct. Camphor..... 2 fl. oz.
Shake well. Dose: Two tablespoonfuls in pint of milk every 4 to 6 hours.

DIURETIC BALL.

Oil Juniper ..... ½ fl. dr.
Rosin..... 2 dr.
Saltpeter..... 2 dr.
Camphor..... ½ dr.
Castile soap..... 1 oz.
Flaxseed Meal..... 1 oz.
Make one pill.

DIURETIC POWDER.

Rosin..... .....90 grn.
Potassium Nitrate..... ...90 grn.
Powd. Buchu Leaves..... .....45 grn.
Divide into 12 powders. Dose: 1 twice a day

VETERINARY SPAVIN LINIMENT.

The following is from a German source:
Tincture of iodine..... 4 parts
Tincture of myrrh..... 4 parts
Oil of turpentine..... 6 parts
Tincture of cantharides..... 2 parts
Alcohol..... 4 parts
Make a mixture.

REMEDIES FOR HEAVES.

1.—Licorice Root..... .....16 parts
Fenugreek..... .....18 parts
Elecampane..... ...40 parts
Bloodroot..... 4 parts
Ginger..... 8 parts
Capsicum..... 8 parts
Tartar Emetic..... 2 parts
Tablespoonful in feed.

2.—Asafetida..... 8 parts
Gum Camphor..... 4 parts
Resin..... 8 parts
Capsicum..... 4 parts
Elecampane..... 8 parts
Skunk Cabbage..... 8 parts
Tartar Emetic..... 4 parts
Two teaspoonfuls in feed.

3.—Sodium Sulphate..... ...80 parts
Elecampane..... .....80 parts
Lobelia..... .....80 parts
Rosin..... .....80 parts
Gentian..... .....24 parts
Bloodroot..... .....24 parts
Tartar Emetic..... 8 parts
Alum..... .....40 parts
Fenugreek..... .....40 parts
Linseed..... .....120 parts

4.—Linseed meal..... .....15 parts
Rosin weed..... .....10 parts
Lobelia..... .....10 parts
Elecampane..... .....10 parts
Sodium sulphate..... ...10 parts

COUGH POWDERS FOR HORSES.

Powdered aconite leaves..... 6 drams
Arsenious acid..... .....30 grains
Tartaric emetic..... ½ dram
Powdered anise..... 2 ounces
Mix thoroughly and divide into 6 powders. Give one each night in food. Said to be especially useful in chronic cough in horses.

WORM POWDERS FOR HORSES AND CATTLE.

Powd. Cape aloes..... 5 ounces
Powd. areca nut..... 8 ounces
Powd. anise seed..... 1 ounce
Powd. fenugreek..... 2 ounces
Mix well together. Dose: Two tablespoonfuls in feed morning and night.

2.—Calomel..... 1 dram
Tartar Emetic..... .....6½ dram
Linseed meal..... 1 ounce
Fenugreek..... 1 ounce
One dose. Repeat dose 1 or 2 times, and give 1 pint raw linseed oil six hours after.

KENT-M'CLAIN AGAIN.

Mr. A. J. Bedard, of Richmond, Que., has recently improved his store. The type of show case chosen by him is the "Imperial" made by Kent-McClain, Limited, (Toronto Show Case Co.)

TANGLEFOOT

THE ORIGINAL FLY PAPER

has one-third more sticky compound than any other; hence is Best and Cheapest.

THE CANADIAN COLLEGE OF OPTICS.

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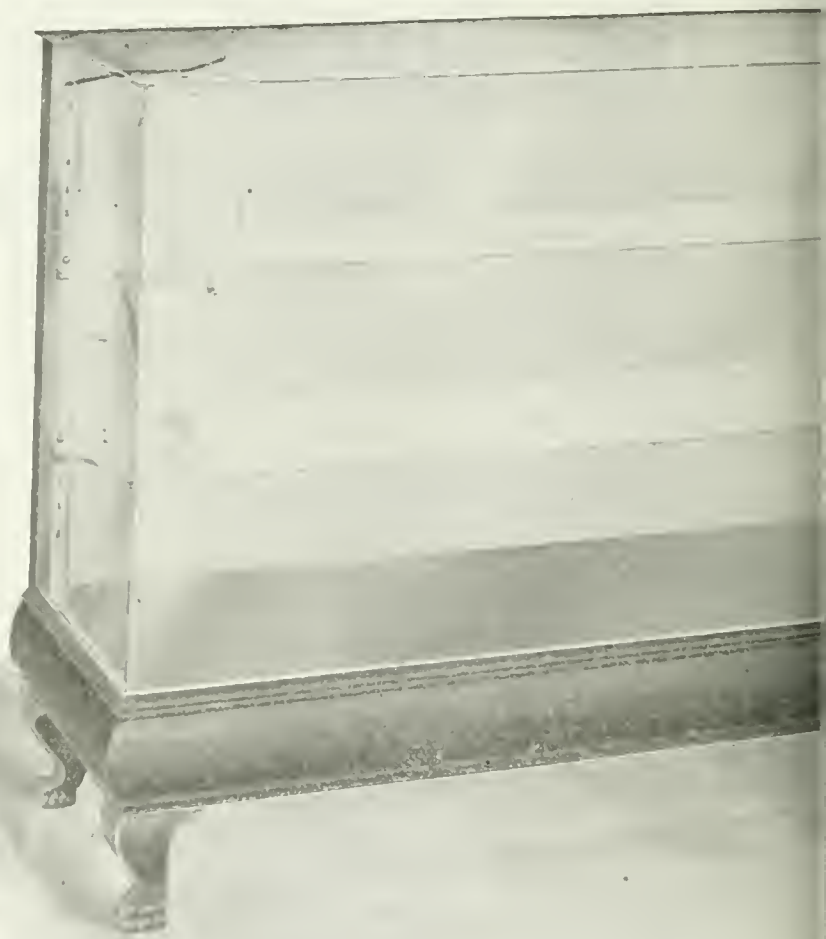

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CHAMOIS SKINS.

By Henry G. Drueding, in Bulletin of Pharmacy.

In presenting this article I shall endeavor to give a short, intelligent treatise on chamois skins from an experience in their manufacture and sale reaching over twenty-five years.

The name "chamois skin" is misleading. It originates from the chamois animal, the zoological name being Rupicapra tragus. These animals, as is well known, inhabit the European Alps and Caucasus Mountains, and resemble a goat or deer. They are very shy and difficult to find. Hunters will follow them for days over dangerous mountain passes, until they finally bring their prey to bay.

The animal is about the size of a goat or deer, of a dark chestnut-brown color, with the exception of the forehead, the sides of the lower joints and the muzzle, which are white. Its horns, rising above the eyes, are black, smooth and straight for two-thirds of their length, when they suddenly curve backward. Its hoofs are admirably adapted for taking advantage of roughness or projections on the mountain sides, or on glaciers. The hair is long, thick and coarse. The illustration, I think, is a good representation of the animal.

The supply of skin from the chamois animal is, indeed, very limited. There would not be a sufficient quantity produced in five years to supply the demand for chamois skins for a single day.

I made inquiries during a recent visit to Switzerland about the probable annual crop of these skins, and learned that five thousand to six thousand skins are about the annual yield.

What is known in the markets of the world as chamois skins is really an oil-tanned, sheepskin "flesher," or lining, as it is called in England.

The genuine chamois skin, when tanned in oil, is of a very soft and velvety texture, with a very thin epidermis or grain, which is readily removed by "buffing." The skin is also rather heavier than a sheep or lamb skin, which is usually employed for the manufacture of chamois. For all ordinary purposes, however, the oil-tanned sheep or lamb skin "flesher" is just as desirable as the genuine chamois skin..

To manufacture sheep or lamb skins into chamois leather, the first step necessary is to remove the wool, which is done by several methods. The one usually employed now is to paint the flesh side of the skin with a strong solution of sodium sulphite. This will loosen the wool in about 12 hours' time, so that it is easily removed, either by pulling it off by hand, or by scraping with a dull instrument. The sodium sulphite is then washed out and the skin immersed in milk or lime to swell it, and also to remove small particles of the wool which still remain. The skin is then put on a beam and the legs and head cut off and otherwise trimmed to make it the proper shape. The head, legs and other trimmings are sold to the gluemaker for making glue. The beamsman also removes all the flesh left on the skin by the poor workmanship of the butcher. After this the hide is ready for the splitting machine.

I wish to explain here that what is known in the trade here as chamois skin is really only half of the skin. The outside portion—i.e., that part of the skin next to the wool, known as the grain side—is not suitable for chamois leather, and is used for other purposes, mostly as pocketbook linings, hat linings, and book bindings.

In former times when skins were prepared for oil tannage, this part of the skin was cut away with a suitable knife and thus lost. To make chamois skins in this manner at the present time would mean at least double the price in the present market. At the present time the skin is cut through the center or split, thus producing two skins from one. The outside, the part of the skin next to the wool, is known as the grain side. inside is called lining or flesher.

The splitting is accomplished mostly on machines especially constructed for this purpose. It consists of endless knives, the edges of which are constantly grinding to keep them sharp, the skin being passed through rollers against the sharp edge of the knives. The machine requires delicate adjustment to produce good results.

The lining or flesher is now ready for tanning. This is accomplished by sprinkling it with oil; codfish oil of good quality is usually employed. It is very important that this oil should be thoroughly incorporated into the skin. For this purpose a quantity of the skins are placed into what are known as fulling stocks, which twist and turn in every direction and distribute the oil evenly.

After sufficient milling the skins are partly dried, and the process of sprinkling, milling and drying is repeated again and again until they are full of oil, and all the moisture is dried out. They are now allowed to hang long enough to oxidize the oil in the skin at a temperature of about one hundred degrees. The process after this is very simple. The oil is removed by pressure, a hydraulic process, and the remaining portions washed out by saponification with alkali. After this the skins are dried and are ready for finishing.

The oil which is removed from the skins by hydraulic pressure, also that portion of oil which is recovered by decomposing the soap solution with an acid and separating the oil, is used in the manufacture of other leathers, the object being to make the leather pliable, etc.

The finishing is done mostly by pressing the

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Now, Mr. Merchant, REMEMBER:

That "The Better Way" Interchangeable principles are positive and have been thoroughly proven out. You get the same ong wear and satisfying service from these Interchangeable Outfits that the old style rigid or solid fixtures gave you.

That with these fixtures you can create a different display every week for four solid years. You can change your windows every day if you want to and without any trouble, worry or annoyance.

That "The Better Way" is not an expense, it is a SERVICE—an active, money-making, time-saving, business-increasing, "help-you-every-minute" SERVICE.

That it is so simple that window trimming is something you can really enjoy, for the innumerable combinations and displays that you can make are interesting both to you and the passer-by.

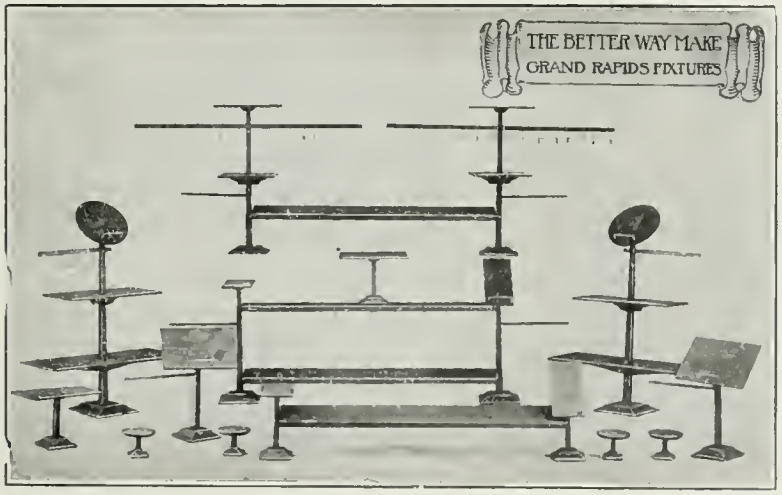
That when you get these fixtures in your store you will find that we DO use the very best selected material, you will find that we DO apply the skill and patience of the greatest furniture centre of the world, you will find that our designs are both unusual and attractive and how we have made our fixtures something besides inanimate pieces of wood and how they add tone and character to your window.

That you will find that the rich smooth finish sets a new high standard for window display fixtures and how it makes a whole lot of difference in the appearance of your windows.

That we have a special proposition to offer to responsible merchants which we want you to have. Send the coupon to-day giving us your name and address and the proposition will go to you by return mail.

Draw trade with your windows, through your doors, and up to your counters

The Taylor Mfg. Co., Hamilton, Ont.



This illustrates a few designs of fixtures that it is possible to set up with the outfits. This illustration shows enough fixtures for two full sized windows. Note their splendid adaptability for both window and show case displays.

Grand Rapids Quality.
Workmanship and Real Excellence of Finish.
Golden Oak and Weathered Oak
A Rich, Smooth, Hand Waxed Finish.

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skins against a revolving wheel covered with emery or flint. This removes all adhering substances and forms a finely finished surface.

We now have the finished chamois leather ready for the trimming and sorting room, where it is cut into suitable sizes and packed for the market.

Of late years trimmed skios—i.e., skins of even sizes—are preferred by the trade. For this reason most manufacturers, at least most American manufacturers, cut the skins over a pattern so as to produce uniform sizes. In former years, when England and France supplied the United States market, the skins in the same package would vary in size and shape, thus lacking uniformity.

It is true by cutting uniform sizes there is necessarily some waste, but this is reduced to a minimum, when all pieces are again utilized by making watch bags and other small articles which find a ready sale.

The principal uses for chamois skins are for cleaning purposes. They will absorb moisture readily and give a high polish to glass, furniture and other highly polished surfaces.

A good chamois skin can be used either wet or dry, and dry up soft when washed in soap and water.

Large quantities of chamois skins are also used for chest protectors, chamois vests, and even underclothes are made out of them for cold climates. Chamois skins are also used in the manufacture of many leather goods, such as purses, etc. Ladies use them for fancy work.

Of late years there has been placed on the market quite a quantity of imitation chamois skins to be used for fancy work and other purposes where skins are not to be washed. These skins are usually produced by tanning the skins in alum and coloring them to imitate the genuine chamois. This will produce a skin looking very much like a chamois and very often having a superior finish to an oil-tanned skin. Care, however, should be used in selling these skins for ordinary purposes for which chamois is used. They will dry up very hard and stiff when washed. In ordinary chamois skins the dealer should order oil-tanned chamois if he desires a skin that is washable.

Chamois skins can be made in all colors. Formerly colors were mostly produced by applying to the surface of the skins different colored pigments, which adhere to the leather. This produces an unsatisfactory article, however, as it will always dust more or less.

Of late years, however, manufacturers have succeeded in producing fine colors with analine, which is more satisfactory.

By incorporating a small quantity of ferric oxide, very finely powdered, an excellent polishing chamois is produced for silverware, etc.

A good quality of chamois skin is generally of a yellow or light yellow color, which, when freshly cut, should show a dark-yellow color inside. This is a characteristic test of oil tannage. The absence of this color is generally an indication that the skin is tanned by a different method.

A good quality of oil dressed chamois skin should also absorb moisture readily. This test is applied by allowing a few drops of water to fall upon the skin. It should absorb it speedily. If these drops roll about on the skin without absorption, it is almost a positive indication that it is not oil-tanned.

For some purposes a very light straw-colored chamois is demanded by the trade. These are produced by bleaching with sulphur. The skins, slightly damp, are hung in an air-tight room in which a small quantity of sulphur is burned, producing a light straw-colored product of bright color. It rather weakens the skin, however, and also incorporates some sulphur, which is objectionable when used in connection with silverwate.

These bleached goods should not be used for wrapping silverware, as they are apt to tarnish it by producing sulphide.

The market affords a number of different brands of chamois skins. The principal ones are the American goods, the English and the French goods.

The American grade of late years has largely crowded out the imported kind, and is even getting quite a foothold in Europe. Large quantities are now exported, principally to Germany, where they find a ready market. The English goods are generally of good quality and tannage. They come in both colors, yellow and white, the latter being produced by bleaching. They are trimmed and sorted mostly in irregular shapes and sizes; the French goods are mostly of a dark yellow color, in large sizes. One variety, Bruts, are heavy skins finished on one side only. This is purposely done so that they absorb large quantities of water, thus making them suitable for stable work, automobile washing, etc.

Another variety of the French goods is the double dressed. They also come in large sizes only. They are very similar to the Bruts, with the difference that they are finished on both sides, making them thin like ordinary goods. In the last few years, both these varieties, the Bruts and the double-dressed goods, have been produced in the United States in large quantities, and according to the writer's opinion they are equal, if not superior, to French goods.

The manufacturer usually sorts these skins into three qualities, first quality, second quality, and third quality, and prices are regulated, of course, accordingly. The first quality should be free from stitches, soft and nearly perfect. The

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Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
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Money-back-guarantee Coupon with each Killkorn

This wonderful little invention for human necessity is indispensable in nearly every home.

Sells at Sight **Does the Work**
Brings more Orders
Makes Friends **Makes Big Profits**

In Leatherette case with 2 scientifically tested German Steel Blades

Order from Jobber, $3.60 Doz.

Special Discount Gross Lots

If your jobber cannot supply you, Write to us.

Segal Manufacturing Co.
New York, - - U. S. A.

Wonder Fly Killer

Not a Fly Catcher, But a Fly Killer and Exterminator.

A Decided Improvement over the Old-fashioned Sticky Paper or Fly Pad.

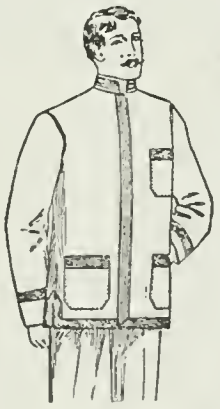
Sure in Action.

Stock Never Grows Old.

There is sure to be a big demand this summer. Why not handle the best and most economical Fly Killer on the market, which by actual test, will kill Black Flies, Mosquitoes, Sand Flies, etc.

Dominion Agent: **Joseph R. Wilson,** 204 Stair Building, TORONTO

"Every Coat we turn out a Winner"



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Your personal appearance will be improved by wearing our made-to-measure coats thoroughly shrunk. We have a large variety of styles and strictly washable materials.

Cut shows Style No. 18, made from any material desired

Write for our swatch card showing styles, materials and prices, free upon request. We can fit you by mail very nicely.

Free Delivery in the United States and Canada

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Common Sense

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NO SMELL

RATS and MICE

Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known Retains its strength for years.
Sold in every Country in the World.

Sold by all Jobbers:
TORONTO ONT. BUFFALO, N.Y. LONDON, ENG.

second quality consists of hides rejected from the first on account of too much stitching, harsh spots, and other imperfections. The third quality again is composed of "rejects" from the second quality.

The drug trade, for the sake of retaining the public opinion that only the best quality of everything is obtainable in a drug store, should handle only the first quality of goods.

Chamois skins are largely sold by the drug trade. Spring and fall are the best seasons to display them in the stores. A very attractive window display can be made with these goods. Care should be taken, however, when used for this purpose, not to expose to sunlight, as this will very quickly bleach them and render them unsightly. This, however, does not cause the quality to deteriorate in any other way.

A glass case fitted with these goods, placed so they can be seen, will keep them clean, and help to remind a woman when she enters the store that a chamois is needed in her household, and will assist materially to help sell the goods. Some druggists will keep them hidden in boxes or drawers, and produce them only when called for, with the inevitable result that their sales will be very limited.

A good quality of chamois skin, when properly used should last a long time, and can, of course, be used wet as well as dry. It is important, however, that the chamois be kept clean. If it is soiled, the best method of cleaning is by washing with soap and water. A liberal supply of soap is always beneficial to the skin that has been stained.

The best method to prevent shrinking is to rinse it in soap-suds before drying. When dry rubbing and stretching will restore it to its former softness. A good chamois skin cannot be washed in boiling water, as a temperature above 130 or 140 degrees will destroy the skin. The writer has seen skins that were returned to the seller, who in turn sent them back to the manufacturer, that were partly burned to charcoal, evidently caused by drying in strong heat, or by steeping in boiling water. The cause of this is easily seen, as chamois is a gelatinous substance, a sort of oleate of gelatin, and too much heat should be avoided.

I may add that the manufacture of chamois skins in the United States has been attempted by various sheep leather factories for the past fifty or sixty years with varying success, always resulting in abandonment. The first successful attempt to manufacture this article in a large way in the United States was accomplished by Drueding Brothers of Philadelphia. It was only by persistent efforts that the various difficulties in producing a satisfactory article in competition with cheap foreign labor was accomplished.

NOT CHEAP, BUT THE BEST.

A lazy man finds it easy to sell a low price article; he gets accustomed to pushing it, and this hurts the trade, because the people don't know that there is anything better. The next time they break anything they do not care to buy, as that they bought before was not satisfactory. They stop using it, and that diminishes the sale of this line of goods.

Major's cement is a little more expensive, but it is reliable, and by recommending it you will increase your trade on an article of this kind.

IMPORTANT NOTICE TO THE TRADE.

Through the amalgamation of the joint interest of the Thermos Bottle Company, Limited, of Canada, and the American Thermos Bottle Company of the United States, and the increasing demand for popular priced Thermos Bottles and Carrying Cases in Canada, we have been able to bring out an entirely new line of Thermos products, containing American Glass Fillers, which are offered to the trade at attractive prices to the consumer.

Through the introduction of this new line of American glass products in the United States the sale of Thermos goods has been increased four-fold the price bringing the article within the reach of all, and thus makes the THERMOS bottle a staple article.

To supply suitable Carrying Cases at popular prices, we have introduced a line made from a new and substantial material known as Thermaline, retailing from 85c. up.

The largest advertising campaign we have yet undertaken is now in preparation, and advertisements will shortly appear in all the leading magazines of the country. New and attractive display signs and literature are ready, and a quantity will be shipped with each order.

The amalgamation above referred to will enable us to ship promptly on receipt of order.

The introduction of this new line will in no way affect the prices or discounts on the present line of Thermos products in Canada, containing German Glass Fillers.

THERMOS BOTTLE CO.

KENT-M'CLAIN AGAIN.

Connell & Co., of Winnipeg, are making a lot of improvements in their already handsome store. The type of show case used is the All Glass construction, marble base, cases made only by Kent-McClain, Limited, (Toronto Show Case Co.) and known as "Roman" and "Savoy." The latter is a candy case of new design, but is already famous.

The Soda Fountain

CASCARA SYRUP.

Cascara extract..... ....fl.oz. 1½
Orange essence..... ....fl.dr. 4
Syrup... ....enough to make fl.oz. 32
Serve "solid" in 8-ounce glasses.

COCA CALISAYA.

I.

Prepare a syrup as follows :
Coca wine..... ....fl.oz. 4
Calisaya elixir..... ....fl.oz. 4
Orange syrup (red or white)..... ...fl.oz. 24
Serve "solid" like the preceding.

II.

Prepare a syrup as follows :
Wine of coca..... ....fl.oz. 4
Elixir of calisaya... ....fl.oz.
Syrup..... ....fl.oz. 8

COCOA MALT.

Coca syrup..... ....fl.oz. ½
Fluid extract of malt..... ....fl.oz. ½
Carbonated water, coarse stream, enough to fill an 8-ounce glass.
Serve "solid".

COCOA TONIC.

Prepare a syrup as follows :
Coca wine..... ....fl.oz. 8
Or
Elixir of coca..... ....fl.oz. 4
Orange syrup (red or white)
... .enough to make fl.oz. 32
Serve "solid" like preceding.

COCA TONIQUE.

Fluid extract of kola..... ..... fl.oz. ½
Wine of coca..... ....fl.oz. 6
Sherry wine..... ....fl.oz. 2
Blackberry brandy or cordial... ...fl.oz. 1
Lime juice..... ....fl.oz. 1
Raspberry juice..... ....fl.oz. 4
Syrup..... ....enough to make fl.oz. 32

Serve "solid" in an 8-ounce glass, like the "phosphates," but adding a small amount of shaved ice.

MILK SHAKE.

Put about 4 ounces of shaved ice into a thick 12-ounce glass, add 1 fluid ounce of vanilla syrup, fill the glass with milk, and agitate the whole thoroughly. The shaking may be done in a special machine known as a "milk shaker," or by means of a small hand shaker like that used for making egg drinks. Then strain into another glass and serve. Shake on some powdered nutmeg if desired.

Another syrup (e. g., chocolate) might be substituted for the vanilla syrup, but such syrup should never be acid, as it will curdle the milk.

Shaved or cracked ice... ... . glassful ½
Vanilla syrup..... ....fl.oz. 1
Pineapple syrup..... ....fl.oz. 1
Milk..... ....enough to fill glass
Prepare and serve like the preceding.

COFFEE EGG MILK.

Same as above, except you use milk in place of soda in quantity sufficient to fill glass and shake this with the other ingredients.

CYCLER'S ADE.

Into a twelve-ounce glass draw one and one-half ounces of champagne syrup. Into this squeeze the juice of one lime, add one-third of a glass of fine ice, fill with carbonated water, mix and decorate.

HAWAIIAN BEAUTY.

Put a No. 10 cone of pineapple water ice in a sundae cup and pour over it a ladle of fresh crushed strawberries. Top with whipped cream and a maraschino cherry.

COOL BREEZE.

Into a twelve-ounce glass draw one-half ounce of lime syrup, one-half ounce of pineapple syrup, and one-half ounce of orange syrup. Into this squeeze

CORDIALS FOR FOUNTAIN USE.

E. F. White in the Spatula contributes the following :

COFFEE CORDIAL.

Best Coffee (Fresh Ground)..... ... ½ lb.
Cinnamon (Freshly Powdered)... .... 1 oz.
Vanilla Bean..... .... 1 dr.
Alcohol..... ....60 ozs.
Water..... .... 3 pts.
Sugar..... ....20 ozs.

Macerate the first five ingredients for eight days, then express and in the product dissolve the sugar and filter clear.

COCOA OR CHOCOLATE CORDIAL NO. 1.

Powdered Cocoa..... .... 6 ozs.
Powdered Cinnamon..... ..... ½ oz.
Vanilla Bean, cut fine..... ..... 1 dr.
Water..... ....30 ozs.
Alcohol..... ....2½ pts.
Simple syrup..... .... 4 pts.

Place the first three ingredients in a suitable vessel, add the water and alcohol and macerate eight days with an occasional agitation, then ex-

press adding the simple syrup to the product thus obtained.

COCOA OR CHOCOLATE CORDIAL NO 2

Powdered Cocoa	10 ozs.
Tea Leaves	1½ drs.
Alcohol	2½ pts.
Distilled Water	2 pts.
Simple Syrup	4 pts.

Place the first four in a suitable vessel and macerate for eight days (agitate frequently), then filter, adding as a flavor sufficient cinnamon and vanilla extracts to suit taste, add the syrup and color with caramel.

COCOA OR CHOCOLATE CORDIAL NO. 3

Powdered Cocoa	1 ozs.
Cochineal Powder	½ dr.
Vanilla Extract	1 oz.
Arrac, True	4 ozs.
Sugar	2½ lbs.
Alcohol	1 pts.
Water	2 pts.

Mix the cocoa and the cochineal with the alcohol for eight days, allow it to macerate in a warm place. Then add the sugar and water, which must be warm, also incorporate rest of the ingredients, setting aside in a cool place for several days and filter.

CINNAMON CORDIAL NO. 1

Powdered Cassia Bark	2 ozs.
Powdered Cassia Buds	¾ oz.
Alcohol	3½ pts.
Sugar	2 lbs.
Water, q. s	1 gal.

Macerate the powders in the alcohol for about two weeks (agitate now and then), strain and express, then dissolve the sugar in water and mix the two solutions, color brown and filter clear.

CINNAMON CORDIAL NO. 2

Oil Cinnamon	50 dps.
Oil Lemon	10 dps.
Oil Orange	10 dps.
Tincture Cardamon Seed	1½ drs.
Sugar	3 lbs.
Alcohol	3 pts.
Water, q.s	1 gal.

Oil should be dissolved in alcohol, the sugar in water, then mix and filter clear.

CHERRY CORDIAL NO. 1

Oil Bitter Almonds	8 dps.
Oil Cinnamon	1 dp.
Oil Cloves	1 dp.
Acetic Ether	12 dps.
Oenanthic Ether	1 dp.
Vanilla Extract	1 dr.
Alcohol	3 pts.
Sugar	3 lbs.
Cherry Juice	20 ozs.
Distilled Water, q. s	1 gal.

The oils, ethers and extracts must be dissolved in the alcohol, the sugar in part of the water, then mix, add the juice and filter clear. When the juice is not sufficiently sour, add a small amount of solution of citric acid. To color use caramel.

CHERRY CORDIAL NO. 2

Vanilla Extract	10 dps.
Oil Cinnamon	10 dps.
Oil Bitter Almonds	10 dps.
Oil Cloves	3 dps.
Oil Nutmeg	3 dps.
Alcohol	2½ pts.
Cherry Juice	2½ pts.
Simple Syrup	3 pts.

Dissolve the oils in the alcohol, then add the other ingredients and filter clear. It is better to make this cordial during the cherry season so as to obtain the fresh expressed juice of the cherry.

TORONTO MAPLE SUNDAE.

Put a No. 10 cone of maple walnut ice cream in a sundae cup, and pour over it a little maple syrup. Over this slice three or four dates, cover with whipped cream, and sprinkle with chopped nut meats.

NOMELZ SUNDAE.

Take a small dipperful each of vanilla ice cream and orange ice and place them on a long dish. Over these pour a small ladleful of chocolate syrup and top off with whipped cream and cherries beaten together. Serve with two Nabisco wafers. Price 15 cents.

CHOCOLATE ALMOND SUNDAE.

Put a No. 10 cone of vanilla ice cream in a sundae cup and cover with chocolate syrup. Sprinkle with chopped almonds, and arrange three chocolate almonds on the top of the cone. Then top with whipped cream and decorate with a cherry.

COFFEE CREAM PUFF.

Two ounces of coffee syrup, one ounce of egg, two ounces of ice cream. Shake well, don't strain, fill with fine cream soda. Put spoonful of whipped cream in clean glass. Toss and serve.

JAPANESE HIGHBALL.

Into a ten ounce glass draw one ounce of ginger ale syrup. Into this squeeze the juice of a lime, and add one-third of a glass of fine ice. Fill with carbonated water, mix and drop a piece of pineapple on top.

HOBBLE BON-BON.

In the bottom of a parfait glass place a small quantity of chocolate ice cream. Over this place a layer of vanilla ice cream, and then one of strawberry ice cream, so as to about fill the glass one-half full. Place a lady finger in a vertical position on each side of the glass, and then put a No. 20 mound of vanilla ice cream.

"STERLING"

FRUIT SYRUPS

"Sterling" Crushed Fruits

"Sterling" Fountain Drinks

"Sterling" Summer Drinks

Pure **True**

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—: WRITE FOR OUR PRICE LIST :—

THE T. A. LYTLE CO. LIMITED

TORONTO CANADA

KEATING'S POWDER

Order your supply of Keating's Insect Powder NOW and be ready for the demand that will come with the early summer.

Keating's is the deadly foe of every form of insect life, but it is harmful to insects ONLY. It is ODORLESS and STAINLESS, and non-poisonous to animal life.

MADE BY

Thomas Keating

LONDON, - - - ENGLAND.

Order through your Wholesaler.

Are You Pushing Photo Supplies ?

This is the busy season for photo goods and the Wellington specialties are going to be in demand

We are advertising all over the country—the amateur is told he can buy Wellington goods everywhere.

Can he get them in YOUR town? Why not keep a shelf or so full of these goods? No trouble, no work beyond handing them out—big demand and big profits. Handsome Show Cards and Advertising matter sent with goods.

Let us write you all of the proposition. Your wholesaler can supply you quickly

WELLINGTON & WARD, Montreal

MARSHMALLOW AND ICE CREAM.

Several firms are now preparing marshmallow paste, usually called a marshmallaw creme, which name we will use for convenience, in a form that is convenient for the preparation of sundaes. By the use of this marshmallow creme, says E. F. White, in the International Confectioner, many delicious dressings may be prepared ; for not only can it be used plain, but may be flavored, and also be used as a flavor in the place of vanilla, etc., in the preparation of many dressings.

Besides the regular marshmallow dressings, the marshmallow creme can also be made into a syrup by diluting it with simple syrup, and in turn these syrups may be flavored and called by the name of the flavor. Thus a marshmallow syrup flavored with coffee would be called either "Coffee Marshmallow Syrup" or "Coffee Marshmallow," or simply "A Coffee Dressing" ; for these syrups are not used as flavors for drinks, but simply as dressings for ice cream. Where the expression syrup is used in this connection, the product is thin enough to pour from a bottle, but where the word dressing is used, they are intended to be served from a bowl or other container with ladle.

Marshmallow, added to a syrup or dressing helps to develop the flavor and mellow it at the same time, thereby making it much finer for eating purposes, which makes it very valuable for the manufacture of dressings to be used with ice cream.

Marshmallow can also be used to advantage for topping fancy drinks, hot chocolate, etc ; and will be found very useful to every one who sells ice cream or dispenses soda water.

MARSHMALLOW SYRUP.

Where a syrup or dressing is wanted to pour from a bottle, either of the following formulas can be used :

No. 1.—Warm three pints of simple syrup and add one pint of marshmallow creme and whip together thoroughly.

No. 2.—Warm two pints of simple syrup and add two pints of marshmallow creme and whip together thoroughly.

In preparing marshmallow syrups and dressings, Mallow Creme, Velvet Marshmallow Creme, Marshmallow Whip or any other good marshmallow can be used ; where some special paste is specified, it is because it gives extra good results in the formula.

PLAIN MARSHMALLOW DRESSING.

No. 1.—Beat two pints of marshmallow creme and one pint of simple syrup together thoroughly

No. 2.—Beat two pints of marshmallow creme, one-half pint of cream and one-half pint of simple syrup together.

AMERICAN BEAUTY DRESSING.

To one part of rose water syrup add three parts of marshmallow syrup, No. 1 or 2 ; color pink and mix thoroughly. This makes a delicious rose dressing. When serving top with candied rose leaves.

CARAMEL MARSHMALLOW DRESSING.

No. 1.—To three or four ounces of caramel dressing, add four ounces of creme, and enough marshmallow creme to make one pint, and whip together.

No. 2.—Whip together equal parts of caramel dressing and marshmallow whip.

CHOCOLATE MARSHMALLOW DRESSING.

No. 1.—Mix equal parts of chocolate syrup and marshmallow syrup. Keep in a bottle and shake before using.

No. 2.—Mix two pints of marshmallow creme dressing with from one to two pints of good chocolate syrup, and whip together.

No. 3.—Mix six ounces of strong chocolate syrup with one pint of marshmallow whip and whip together.

BUCKWHEAT DRESSING.

The advent of the marshmallow dressing has made it possible for the dispenser of ice cream to serve ice cream covered with a delicious dressing, having the delightful flavor of the buckwheat honey. Purchase one or more combs of buckwheat honey and to each comb used add twelve ounces of sugar and one-half pint of water and heat until the honey is thoroughly dissolved. Then allow to cool and remove the wax from the syrup. To six ounces of the syrup add enough marshmallow whip to make one pint, and whip together.

BUCKWHEAT CREAM DRESSING.

To four ounces of buckwheat syrup, add four ounces of cream and enough marshmallow whip to make one pint, and whip together. This not only makes a delicious dressing for ice cream, but also for cold or hot puddings of many kinds, a fact that may be of interest to caterers.

CHOCOLATE NUT DRESSING.

No. 1.—Mix thoroughly one pint of chocolate syrup, one pint of marshmallow syrup and five ounces of any desired chopped nut meats, naming the dressing after the nut meat used.

No. 2.—To a pint of any chocolate marshmallow dressing add two or three ounces of chopped nut meats and mix thoroughly.

COCOANUT CREAM WHIP.

To six ounces sweet cream, add twelve ounces of marshmallow whip, and from two to four ounces (av.) of fresh grated cocoanut, and whip together.

HELPFUL HINTS.

PEPSIN IN PILLS.

In dispensing pepsin in pills or capsules, writes J. J. Davies, in the Druggists Circular, that is, when the pepsin is massed, difficulty is encountered because of the glutinous character of the mass. It becomes more like a piece of rubber, and constantly hard to roll. Reference is made to the granular pepsin, commonly in use. If one uses the insoluble pepsin, he will have no difficulty, but an ideal mass.

SOLUTION OF MAGNESIUM CITRATE.

Very few realize the double role played by carbonic acid in the official solution of citrate of magnesia in acting as a preservative and as an aid to palatability. It is a mistake to postpone the addition of the potassium bicarbonate until the solution is called for, as in the meantime this, weak saccharine solution, like all others of its class, is prone to undergo decomposition. If we add all the bicarbonate as soon as the preparation is made there is a probable loss of gas through imperfect stoppers. To obviate this dilemma we add one-half, or 20 grains of it when bottled, and the other half when the solution is called for. The first half acts as a preservative and the latter half gives it all the sparkle and snap required.

COLORLESS TINCTURE OF IODINE.

We all have an occasional call for colorless tincture of iodine. Whichever method is used in making it, whether by neutralization with ammonia water or by the use of sodium hyposulphite, the result is an alkaline iodine salt. The first is hardly suitable for extemporaneous use, and the latter ultimately throws down a precipitate of free sulphur. A preparation equivalent to that made by either of these methods can be made in two or three minutes by making a 10 per cent. solution of the iodide of ammonium or of sodium in diluted alcohol.

RESTORING GRANULATED OINTMENTS.

Stock ointments which have become granulated—that is to say, there has occurred a separation of the olein and palmitin, leaving them unsightly but without rancidity—can be brought back to their original condition by simply melting them.

TO POWDER CAMPHOR.

The usual method of powdering camphor in a small way is by means of alcohol. A better method is by means of chloroform, which, because of the small quantity required to do the work, the rapidity of its evaporation and the greatly reduced price of chloroform, is well adapted for a "hurry up" job.

IMPROVING AN OIL ATOMIZER.

Finally, if one ever has a call for an oil atomizer and has nothing but the watery variety on hand, he should not lose a sale, but should take one of the latter kind, providing it has hard rubber pipes, and with the wire which comes with it, previously made red hot, burn the opening in the tip so as to increase its bore slightly, when he will have what is wanted.

USE YOUR TRADE JOURNAL.

Your trade journal, like some other things, is not of very much value to you unless you use it. There are dozens of ways, entirely acceptable to the publishers, in which the reader, particularly the retail dealer, may make use of his trade journal with benefit to himself as well as others. Trade journals are always glad to hear from their readers on almost any live topic, and much good for the trade can be accomplished by an interchange of ideas by dealers in different sections. If you have found a new side line that is making you some money, write your trade journal about it—don't be afraid to put the other fellow next. There is business enough for all. If some unusual and knotty problem confronts you write your trade journal about it. Your letter will be published, and will no doubt be read by some dealer who has met and solved the same problem. Then, if he isn't too lazy, he will make his solution public, and all will be benefitted.

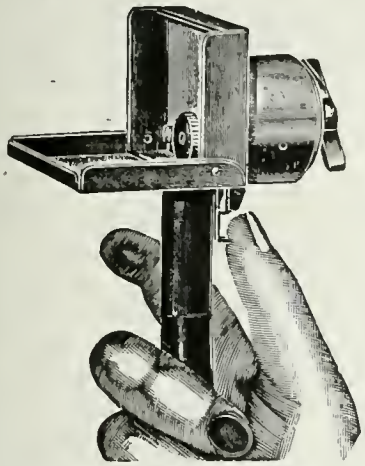
If you see something in your trade journal that you don't like, or that you think is a mistake, —write to the editor about it. You may be right and editors are sometimes wrong.

The more you use your trade journal, the more valuable it will become to you and its readers in general. Read the advertisements, too. People who advertise in trade journals are not a lot of dead ones, paying good money for space in which to run ancient history. They have a message for you, a message which often means more business and better business for you. They keep you informed about all the new lines, and improvements in the old ones. By a careful perusal of the advertising columns of your journal, you can keep in as close touch with your market as if you were constantly at the very centre of trade.

Think how important a memory of faces and names is. What patron does not like to be recognized by you—especially by name—when he calls the second or third time?

There was a time when it was thought that imagination was useful to poets and artists only. Now, however, the professional and commercial world is awakening to a sense of its value.

Agfa Improved Flash Lamp



Hand Model with Finger Release

A New and Improved Model is now marketed in place of the old lamp with its uncertain safety matches. A spark giving metal has now been substituted which is absolutely unfailing and ready for use at a moment's notice. Many hundreds of sparks can be given without renewing the sparking metal, which, however, can be replaced after being worn out.

For Sale at all Photo Dealers.

Canadian Agents:

HUPFELD, LUDECKING & CO
1 and 3 St. Helen Street Montreal

Pepto-Mangan (Gude)
(Reg. U. S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

Specially Suitable for the Canadian Climate

BEETHAM'S
La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Winds, Sun and Hard Water, and prevents Roughness, Redness, Irritation, Tan, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. It Will Keep the Skin in a Perfect condition during the hottest summer

It is a Perfect Protection to the Skin during All Winter Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England
(Through Any of the Wholesale Houses)

GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

Through Jobbers

BRISTOL-MYERS CO.
277-281 GREENE AVE.
BROOKLYN - NEW YORK

CANADIAN AGENTS
LYMANS, LIMITED, Montreal

SAL HEPATICA

REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
Large	" "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-281 Greene Ave.
Brooklyn New York

Canadian Agents
LYMANS, LIMITED, Montreal
THE LYMAN BROS. & CO., Limited, Toronto

THE BEE CELL FRENCH SUPPORTER

A BOON TO WOMANKIND

THE only collapsible, self-adjusting infallible Supporter in the world, made of purest and softest rubber. Having 6 faces or cups it renders misplacement absolutely impossible. This feature does not exist in any other supporter. Highly recommended by the medical profession

RETAIL PRICE, $2.00

Price to the Trade—$12 per doz. in ½ doz. lots, $10 per doz. in 1 doz. lots

Druggists: write for descriptive circular and special introductory proposition. Made in two sizes, large and medium. Accompanying illustration shows full size of Medium Supporter. This size is generally used. Guaranteed satisfactory or money refunded. Address

THE BEE CELL COMPANY
524 C White Building - - - - BUFFALO, NEW YORK

A FEW OF OUR SPECIALTIES

Dr. Metzgers Miracle Douche is one solid piece of Soft Red Rubber, with bent tube, and small Hard Rubber Cap, with Needle Spray, which is selling well at $3.00, price restricted.

The Akron Truss with Rubber Sponge Pad, positively cannot slip, and is very easily cleaned, made in Elastic and Spring style, also Infants' Trusses with same pad.

The Queen City Hot Water Bottle is selling more than ever, month by month, and as a consequence is now the most imitated Hot Water Bottle on the market, which is guaranteed for two years from date of sale.

The Nobility Contest is nearing the finish and naturally very exciting. Competitors must notice that May 31st is the last day in which to record sales, and your envelope containing the last sales must be post marked May 31st.

The Standing to April 30th is as follows:

1. **J. A. McKenzie, Toronto, Ont.**
2. **Austin Shand, Simcoe, Ont.**
3. **J. W. Ricard, Montreal, Que.**
4. **T. E. Creech, Saskatoon, Sask.**
5. **J. H. Thomson, Brantford, Ont.**
6. **A. V. Tennant, Windsor, Ont.**
7. **H. T. Briggs, Orillia, Ont.**
8. **W. E. Armstrong, London, Ont.**
9. **U. A. O'Neail, Hamilton, Ont.**
10. **L. H. James, London, Ont.**

DIXON-WILSON, LIMITED

66 Spadina Avenue Toronto, Ont.

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Optical

OPTICAL DONT'S FOR THE TESTING ROOM

By Opticus.

So many pharmacists at the present time practice sight-testing that no apology is needed in putting on record a few of the things they should not forget in the testing room.

Don't forget that when possible it is wise, if the client is a lady, to suggest that she be accompanied by a friend. "Verbum sap."

Don't forget to listen patiently to what your client has to say about his or her case. It may be a trifle boring to you, but it is of the first importance to him or her.

Don't, if a pair of old spectacles are brought, get a prejudiced idea of what is required by an examination of them. Test with an open mind, and when you have found what is required then, if you like, discover how much or how little yours differs from the previous correction.

Don't assume that because a person has normal vision without lenses, and plus or minus sphericals make it worse, that the absence of error is necessarily proved. Use the fogging system, and astigmatism may be discovered in many cases.

Don't, in the case of a young person complaining of a short sight, apparently confirmed by the fact that minus sphericals improve it, assume that myopia is proved. A careful measurement of the "near point" may reveal just the reverse.

Don't, in putting questions, use too long words or technicalities. Ask in the simplest language you can command.

Don't fail, when in low astigmatism, an apparently suitable correction has been fitted, to reverse the axes of the cylinders and change the signs. By so doing it is often possible to still further improve vision, and the possibility of error is minimized.

Don't tamper with any case requiring medical attention. Better to lose the profit on a dozen pairs of spectacles than delay necessary treatment.

Don't, if you have cause to suspect a brother optician has given a wrong correction, say so to the client. Treat others as you would have them treat you.

Don't, in fitting presbyopes, especially if they have for years been in the habit of wearing lenses too weak, give them too much power at first. By doing so you may be acting in accordance with the best authorities on the subject, but many people prefer to read at a greater distance from the eyes than the theoretical 10-in., and to bring them up as close as that often means annoyance and actual discomfort.

Don't forget that the best and cheapest advertisement the optician has is a well-fitting frame upon a client's face, and trouble in fitting one is more than made up by the comfort and satisfaction of the wearer.

Don't forget that the well-fitting spectacle bridge should never "mark" the nose. The remedy lies with either the angle of the crest, or the tightness of the curl sides.

Don't forget that the appearance of your testing room, test case and types will influence your client much more than you might suppose. Neat apparatus and tastefully arranged room are silent testimonies to the character of the refractionist.

Don't think when you have passed an optical examination you know all about the subject. Experience in the testing room will generally reveal the fact that the test books are silent on many important points. B. and C. Druggist.

CARE OF RUBBER GLOVES.

A manufacturer of rubber gloves gives the following directions regarding the care which gloves should receive :

"Never leave grease or oil on gloves. Keep the gloves dry and liberally dusted with some moisture absorbing-powder, such as French chalk, starch or lycopodium. Keep the gloves at full length or rolled up, never folded, or keep the gloves entirely submerged in water or weak antiseptic solution and away from direct sunlight.

"Probably the best method of putting on is for the nurse to grasp the inside of the glove (gauntlet turned back) with both hands, holding palm surface of glove down and fingers inward while the surgeon, with hands under water, introduces his hand.

Never try to remove gloves by pulling at the fingers. Grasp the top of the gauntlet and pull the glove inside out. Submerging the gloved hand in water or pouring water into the gauntlet will cause the glove to slip off easily."

EGG PRESERVER (?)

A new use for hexamethylene has been found. This time it is the great American hen that is the victim of the discovery. And the cold storage man is liable also to be affected by it. In brief, it has been found that eggs laid by hens to whom hexamethylene has been fed, keep longer and taste better than those laid by hens not so treated. The compound is excreted into both the white and yolk of the egg and acts as a preservative. Now, gentlemen, get busy and load up your hen keepers with hexamethylene. Every hen its own egg preserver ! Drug topics.

A MOVING NATIONAL EXHIBITION.

The "Made in Canada" exhibition train which leaves Montreal on May 15th for a tour of the West, is a striking example of progressive Canadianism. To bring the great consuming population of the West in close touch with the manufacturers of Canada is a good example of business and patriotism combined.

Many people, now resident in the West, have heard and read of nothing but the agricultural opportunities and resources of Canada, and naturally comes to the conclusion that Canada begins and ends in agriculture. The "Made in Canada" train will be a moving object lesson, bringing home to the minds of the people in a graphic manner the fact that they live in a country where the manufacture of all their requirements has been brought to a high state of perfection.

A train of twelve new C. P. R. baggage cars will leave Montreal on the 15th of May, filled with samples of Canadian made products. These samples will be artistically arranged, and every car will be an exhibition unit of interest and information. One car will be devoted to products of the great textile and knitting factories of Canada, another to motor cars, rubber tires and rubber goods, others to products of packing houses, biscuit manufacturers, canning factories, foundries, carpet makers, furniture factories and silver plating concerns. Everything used on the farm, in the shape of agricultural implements, and everything used in the house in the shape of food products and furnishings will be represented.

Chemicals and pharmaceuticals will be represented by samples from the laboratories of the National Drug and Chemical Co. In this display crude articles, such as iodine and bismuth, will be shown with the finished salts, crude ergot and other drugs in their native state with samples of the "National" Fluid Extracts and other fine pharmaceuticals for which the company is becoming noted. A full line of Na-Dru-Co. samples will also be on exhibition, the whole tastefully arranged in wall show cases fitted with electric lights. This exhibit will be in charge of a member of the National staff, who will also superintend the distribution of several hundred thousand samples of Na-Dru-Co. goods.

This novel train, or moving National Exhibition, will call at Ottawa, where His Royal Highness the Duke of Connaught, will be one of the interested spectators. The train will then move on to Toronto, Port Arthur, Fort William, Kenora, Winnipeg, and over one hundred other towns and cities in the West. Mr. H.D. Scully, Secretary of the Canadian Home Market Association, the presiding genius of the enterprise, will accompany the train.

HINTS TO THOSE WHO KEEP BANK ACCOUNTS.

1. If you wish to open an account with a bank provide yourself with a proper introduction. Well-managed banks do not open accounts with strangers.

2. Do not draw a check unless you have the money in the bank or in your possession to deposit. Don't test the courage or generosity of your bank by presenting, or allowing to be presented, your check for a larger sum than your balance.

3. Do not draw a check and send it to a person out of the city, expecting to make it good before it possibly can get back. Sometimes telegraphic advice is asked about such checks.

4. Do not exchange checks with anybody. This is soon discovered by your bank; it does your friend no good and discredits you.

5. Do not give your check to a friend with the condition that he is not to use it until a certain time. He is sure to take an out-of-town check from a neighbor; pass it through your bank, without charge, and give him your check for it. You are sure to get caught.

6. Do not give your check to a stranger. This is an open door for fraud, and if your bank loses through you, it will not feel kindly to you.

7. When you send your checks out of the city to pay bills, write the name and residence of payee, thus—pay to John Smith & Co., Boston, This will put your bank on its guard, if presented at the counter.

8. Don't commit the folly of supposing that because you trust the bank with your money, the bank ought to trust you by paying your overdrafts.

9. Don't suppose you can behave badly in one bank and stand well with the others. You forget there is a Clearing House.

10. Don't quarrel with your bank. If you are not treated well, go somewhere else; but don't go and leave your discount line unprotected. Don't think it unreasonable if your bank declines to discount an accommodation note—in the meaning of a bank it is a note for which no value has passed from the endorser to the drawer

11. If you want an accommodation note discounted, tell your bank frankly that it is not, in their definition, a business note. If you take a note from a debtor with an agreement, verbal or written, that it is to be renewed in whole or in part, and if you get the note discounted, and then ask to have a new one discounted to take up the old one, tell your bank about it.

12. Don't commit the folly of saying that you will guarantee the payment of a note which you have already endorsed.

THE

Canada Optical Manufacturing Co.,

—Limited

We are prepared to offer the best line of

Spectacle, Eye Glass Frames and Mounts

on the market.

Quality Unexcelled

And At

Advantageous Prices

Our factory is equipped with latest Dies and Machinery

Best of Skilled Mechanics Employed

If you have not already seen our line, send us a trial order

Our Perfect Comfort Cable is Admitted to be the Last Word in Velvet Cable Temples. Send for Sample and See for Yourself.

OUR TRADE MARK—"EXCELLO"—GUARANTEES THE QUALITY

The Canada Optical Mfg. Co., Limited

7 Bleury Street :-: :-: :-: Montreal

Order Now ***Season Just at Hand***

LYMAN'S

Water Glass Egg Preserver

Best Quality

PUT UP IN 1 lb. TINS
Price, 1 doz. lots, $1.10 doz.
" 2 " " 1.00 "

PUT UP IN 5 lb. TINS
Price, $3.75 doz.

The Lyman Bros. & Co. Limited

Wholesale Druggists TORONTO, ONT.

Our Salesmen Are Now Covering Canada with Xmas Line.

Post Cards, Booklets, Etc., Etc.

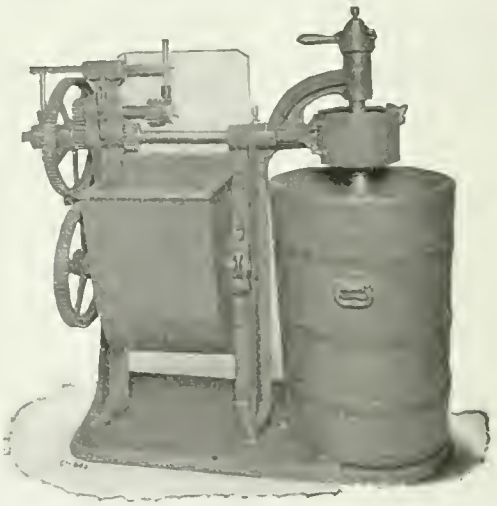
See our Booklets at $4 50, $10.00 and $20.00 per M. The best values in the trade are in our collection, We are covering Canada thoroughly, every town of 800 population or over will be visited. Don't buy till you see the range. It will pay you to wait.

Pugh Specialty Co., Limited.

Toronto, Canada.

Canada's Largest Picture Post Card House

We also make Felt Pennants. Ask for quotations.



The Dewsbury Ice Cream Freezer and Ice Crusher

NO PULLEYS OR BELTS

These machines are built unusually substantial. They are in 20 and 40 quart sizes. The 40 quart runs fast and slow on A.C.

Write to-day for Circular

R. A. DEWSBURY

220 N. Morgan St. CHICAGO

Trade Notes

ALBERTA.

Mr. Meyers has opened a new drug store at Hinton, Alta.

A. B. McInver has started a new drug business at Cowley, Alta.

There is said to be an opening for a drug busi- at Millett, Alberta.

J. H. Wilson has purchased the drug business of Dr. Rush, Leduc, Alta.

Tansley & Wunder have purchased the business of the Sheho Drug Store, Sheho, Sask.

Switzer & Curtis have taken over the drug business of W. H. Spinks & Co., Edson Alta.

The Frank Hedley Drug Co. have purchased the Alberta Drug Co., of Lethbridge, Alta.

BRITISH COLUMBIA.

Scotch Stomach Co., doing business in B. C. has been incorporated.

The Peoples' Drug Stores, Ltd., has been incorporated in British Columbia.

The stock of McLean Drug Store, Fernie, B.C., was damaged by fire recently.

E. T. Abbot has purchased the drug and stationery business of J. W. Currie, Armstrong, B.C.

The drug stock of J. A. T. Tepoorten & Co., wholesale druggists, Vancouver, B.C., was slightly damaged by fire recently.

A. Poole, of the Poole Drug Co., Nelson, B. C., has disposed of his interest in that company and purchased an interest in the Findlay Drug Co., Calgary, Alta.

The Barker Drug Co. have purchased the business of E.E. Barker, 27th Ave., Vancouver, B.C. This company is opening two new drug stores, one at corner of Victoria and Wilson Roads, and the other at the corner of 48th and Fraser Ave., Vancouver. They have also purchased the drug business of E. H. Hall, Eburne, B.C.

MANITOBA.

W. M. Lamont is opening a drug store at Lamont, Man.

Jas. W. Cairns has purchased the branch drug store of Coleleugh & Co., at Wellington and Simcoe Streets, Winnipeg, Man.

NOVA SCOTIA.

C. F. Huggins, druggist, of Halifax, N.S., died recently.

The drug business of the late A.W.P. Gourlie, Summerside, P. E. I., is being offered for sale.

J.A.S. Wilson, of Pugmash, N.S., has purchased the stock of the Book and Novelty Co., and is adding it to his drug business.

ONTARIO.

C. C. Copeland, druggist of Iroquois, Ont., died in March.

C. J. Cunningham, druggist of Hamilton, Ont., is offering his business for sale.

L. R. Harvey has purchased the drug business of W.L. Taylor, St. Thomas, Ont.

Geo. Dale succeeded to the drug business of his father, J.B. Dale, of Wyoming, Ont.

De Los Petit has purchased the drug business of T. M. McFadden, Pickering, Ont.

Dr. R. R. Montgomery has purchased the drug business of Dr. C.W. Walker, Fordwich, Ont.

Jury & Lovell, Limited, of Oshawa, Ont., have been incorporated with a capital stock of $40,000.

A. G. Thorburn, druggist, of Niagara Falls, Ont., suffered a loss by fire recently. It was partly covered by insurance.

QUEBEC.

The Levi Pharmacy have registered at Levis, Que.

SASKATCHEWAN.

W. Massig has opened a drug store at Grayson, Sask.

J. B. Paterson, of Ogema, Sask., is advertising his business for sale.

C. Symmonds, druggist at Invermay, Sask., suffered a loss by fire recently.

Percy Teezel has purchased the drug business of Dr. Anderson, Lumsden, Sask.

W. H. Morrison has purchased the drug business of E.H. Griffiths, Canora, Sask.

Halbrite Drug Co., of Halbrite, Sask., is reported to be selling out their business.

The F.J. Williams drug stores at Buchanan and Margo, Sask., have been closed.

W. N. Duff & Co. have purchased the drug business of F. J. Williams, Humboldt, Sask.

The Saskatoon Optical and Drug Co., Saskatoon, Sask., will be open for business May 1st.

The City Drug Store of Saskatoon, Sask., have purchased the business of Dr. J.S. Brown, Sutherland, Sask.

E. F. Griffiths has taken over the business of the W. H. Morrison Drug Co., Canora, Sask., and the firm will hereafter be known as the St. John's Pharmacy.

PLUCK AND LUCK.

One constant element of luck
Is genuine solid old Teutonic pluck.
Stick to your aim, the mongrel's hold will slip:
But only crowbars loose the bulldog's grip.
Small though he looks, the jaw that never yields
Drags down the bellowing monarch of the fields.

—Oliver Wendell Holmes

Fancy Goods and Stationery

NEW SCHOOL BLANKS.

The scribbler covers illustrated herewith are among the new and attractive designs which Buntin, Gillies & Company, Limited, Hamilton, and Montreal, are offering for school opening. Dealers should see their range before ordering.

SIDE LINE PULLERS.

The thought suggests itself that without side-lines to pull people into drug stores, probably fifty per cent. of those people who now trade in drug stores would not enter them except occasionally when medicines are needed. We may be a little high on the percentage estimated, but we know and you know that it is large—very large. Just stop for a moment and think how many people come into your store for magazines, cigars, candy, post cards, stationery, leather goods, fountain pens, and other goods that are really side lines as compared to the number that come in for medicines alone. Then stop and think of this: absolutely every customer that comes in for medicines is a possible customer for one or more of your side lines, while only in a few instances can you sell medicines to a side line prospect. Yet every prescription and patent medicine customer is a prospective side-line customer, and every side-line customer is a prospective customer for one or more of your other side lines.

If you will give this matter your careful consideration you cannot but see the opportunity for profit in well-selected, well-displayed side lines.

Suppose we take for example, magazines, and see what merit they really possess as trade pullers.—Pacific Drug Review.

METHODS OF DISPLAYING MAGAZINES.

One of the best schemes we have ever seen used was an inverted V-shaped rack built of ordinary flooring or boards, so placed as to leave several projecting ledges on each side about eight or ten inches apart. Magazines are placed on these ledges, being held there by the natural slope of the display rack. If both sides of the rack are used the best results will be obtained by placing same in the center of the store, as near the front as possible. There are also patent racks made by one or two Eastern firms especially for magazines which revolve on a similar theory to the ordinary revolving post card rack, except that they are square instead of round. If any of our readers are interested we would be pleased to give the names of manufacturers who make this line of goods.

To sum up we should say unqualifiedly that magazines are an excellent side-line to handle. We are anxious to hear from those of our readers who have met with either success or failure in the handling of this line of goods.—Pacific Drug Review.

DISCOUNTING BILLS.

By Franklin M. Apple.

To one who has acquired the habit of discounting all bills for merchandise bought, it appears that the title of this article should be: "Some of the disadvantages under which a merchant labors who does not discount all bills," for unquestionably a merchant who does not discount his bills is at a decided disadvantage in the struggle to dispose of the merchandise offered for sale to the general public, at a profit.

What may we consider discounts to be? My experience has led me to designate them as profits produced from premiums paid for prompt payment of bills, as they can most assuredly be entered upon the profit and loss sheet as 100 per cent profit, just as the merchant who does not avail himself of the advantage of discounts pays a penalty for procastination for a similar percentage.

The loss of the amounts allowed as discounts is but a small item as compared with the premiums paid by the non-discounter to those supplying him with merchandise, for their prices are varied to suit the individual cases, in those lines of goods where it is possible. If you doubt the disadvantages of those so situated, interview confidentially one of those poor mortals who has been misled into the position of conducting a drug store without sufficient capital to finance it properly, of which class, unfortunately, we have a great super-abundance, which places a handicap upon the entire membership of our calling.

Competition from within our ranks, and from without our ranks, (for our competitors are not all designated as drug store proprietors) forces one to buy in the lowest possible market, and how can this be done when one does not place himself in the position where he can demand the lowest price for merchandise?

The discounting merchant is in the position of the person who offers to wager: "Heads I win, tails you lose," and what chance does the other party to such a wager stand to make any progress?

A merchant who regularly discounts his bills involuntarily becomes a more systematic business man, which qualification will soon be noticed by the observing members of the public, with the result that they will place greater confidence in that merchant, to his advantage.

Failure to discount bills leads to tardiness in devising methods whereby the goods can be moved from the shelves; also, to careless buying and overstocking, for if one bears in mind the possibilities of not being able to dispose of the goods within a reasonable space of time, thereby imposing the penalty of loss of the profits resulting from the discounts allowed, far greatr caution will be exercised in placing orders with salesmen, whose interests are chiefly in the direction of volume of sales.

What is more annoying and aggravating than an assortment of eye-sores in the form of slow-selling or anchored merchandise?

Some years ago my attention was directed to the advantages that the buyer with cash (or its equivalent) possesses when going into the marts of the world to select and purchase wares. This information I received from a grocer, whose trade was almost all based upon the credit system, which plan he encouraged, owing to the advantages it gave him in dealing with his customers—which advantages he enumerated at that time, with the result that I considered the disadvantages under which the customers were laboring, for they were paying a heavy penalty, undoubtedly, unthinkingly, for their tardiness in making settlement for the goods ordered and delivered to them.

Apply to your banker for accommodation when a favorable opportunity presents itself for a profitable investment, and see how soon he will take notice of your custom to discount your bills, for he is a trained student of finance if he is a pies, and readily appreciates the superior claims the discounter has over his less systematic and less punctual neighbor.

Many persons and firms, who discount their bills, are given a higher rating by the mercantile agencies than is received by others who have more capital but poorer records in prompt payment of accounts; hence it will readily be seen that the party who discounts his bills has manifold advantages in his favor.

One hundred dollars turned every ten days at 2 per cent. will net seventy-three dollars per annum, which is a very good rate of interest, practically compounded usury, but, it is perfectly legitimate and honorable when obtained in this manner. Who does not desire to invest money safely at such an attractive rate of interest?

Summed up, it may be stated that the non-discounting merchant imposes a penalty upon himself for procrastination.

VANILLA SYRUP.

The vanilla syrup is prepared by dissolving one half ounce shredded gelatin in one-half gallon of water, cold, heat to the boiling point, add seven pounds of granulated sugar, dissolve, add sufficient water to make one gallon and strain. When cold, add four ounces extract of vanilla.

The chocolate and vanilla syrups thus prepared can be used when those flavors are called for separately and need only be mixed when Koko Creme is requested.

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited
TORONTO, CANADA

HORLICK'S MALTED MILK
At All Seasons of the Year

A Sustaining and Invigorating Food-Drink that nourishes and stimulates.

Horlick's Malted Milk

For the Spring Opening of the Fountain, attractive advertising material will be sent, free and prepaid, upon request.

Horlick's Malted Milk Co.
RACINE, WIS., U.S.A. SLOUGH, BUCKS., ENG.

GILMOUR BROS. & CO.
Sole Agents for Canada
25 St. Peter St. Montreal, P.Q.

The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

PROFITABLE SIDE LINES

SEND FOR OUR 800 PAGE CATALOGUE

The OSKAMP-NOLTING Co.
411-413-415 Elm St.
CINCINNATI, OHIO

Make Money Selling
the strongest line of the most palatable and effective Lozenges, and well known to the public.

London Hospital Throat Lozenges
(Formulæ of Sir Morrell Mackenzie)

English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per jar 90c.) In lots of 16 jars, $12 80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

English Peppermint Lozenges
Ex. Strong Wintergreen Lozenges
Pine Tree Tar Gum Drops
English Mint and Licorice Jujubes
Licorice Gum Drops
Lemon Gum Drops

Put up in 5c packages.
When ordering from your Jobber be sure to specify Roworth's.
Guaranteed under the Pure Food and Drugs Act. Serial number 1023.

The Roworth Mfg. Co., 85 Maiden Lane, New York
Write for Price List. F. O. B., N.Y. Strictly Pure
These goods can be had from any of your jobbers

SELLING PHOTOGRAPHIC GOODS.

I made it a rule to have, as far as possible, a thorough knowledge about all the goods we handled, and to train some one in the store to be a specialist along some particular line. To illustrate: We handled photographic goods. I became an amateur snapshot artist, and trained one of my clerks in the gentle art of pressing the button and all that goes with it. We obtained all the information possible from the manufacturers of photographic goods. We read all the literature we could find on the subject. We struck up an acquaintance with a neighborhood photographer and pumped him for information. We photographed everything and everybody in sight and developed and printed the photos. We kept at it until we could make a good picture and know the advantages and shortcomings of every camera, film, plate, paper and developer. We rigged up a dark room in our cellar and put it at the disposal of our snapshot customers. Then we started in advertising by window displays, pictures of familiar subjects and objects, circulars, etc., and we did not let up until we felt reasonably certain that we have every amateur photographer of the neighborhood as a customer. Having obtained that, we reached out for those farther away. The result was that we built up a most flourishing business in photographic supplies, and when we had reached the point where people would say, "If you are stumped in your picture taking, run over to Symington's; they can tell you all about it, and are always willing to do it," we felt that we "arrived" in that particular line.

DEVELOPING A HABIT.

Man is a creature of habit, and the successful merchant is the one who studies human nature and adopts his business to the habits and ideas of the people. The great purpose to be kept in mind by Smith, the hardware merchant, is to get people in the habit of coming to Smith's store. If each customer only came once in a lifetime the best hardware store would soon go in bankruptcy. It is the customers who have the habit who make Smith's business profitable, and the real object of advertising should be to promote this habit by convincing the people that Smith is the most enterprising hardware merchant in the community. If this idea is kept in mind it is not necessary to figure whether each advertisement sells goods and pays a profit on the expense. If steady expenditure for a year shows results in bringing people into the store it pays. If it does not show this result, then there is something wrong, either with the store, the men running it, or the copy furnished for the advertising. Probably the merchants who report successful results from their newspaper advertising would be successful if they never advertised because they push the business in other ways and keep themselves in front, but advertising will certainly not make up for deficiencies in the stock or in the management of a store. It merely helps a little to build up the business, and is one of the several things that require attention.—Iron Age Hardware.

Obstacles are meant to test one's strength, not to frighten us.

"Wayne Wardrobes"

The Best Moth-Proof Bag on the Market.

Season Now On

Victoria Paper & Twine Co. Limited
Sole Canadian Agents
Toronto and Montreal

Turn Into Money

Your slow and doubtful book accounts—Hand them to the Collection Dept. of THE MERCANTILE AGENCY

R. G. DUN & CO.
70 Bay Street

The Collection Service, which has been proved most satisfactory by all users of it is

Open to Reference Book Subscribers.

Subscription and Collection rates on application.

OVER SEVENTY YEARS RECORD OF EFFICIENCY.

You will increase your sales by handling

The Best

Effervescent Citrate of Magnesia

Effervescent Phosphate of Sodium

"You can buy cheaper, but not better"

THE BEST is made by

The Moyes Chemical Co.
Limited

257-261 Adelaide Street West
TORONTO, CANADA

Our Business Is to Build Your Business

No. 260
For Books, Stationery, etc. Display on ontside, carries stock inside.

We do it by building Fixtures that afford you a larger and better display, and at the same time enable you to carry a larger stock on the same or less floor space. When you realize that one of our Cabinets occupying only 24 inches of floor space will carry as large a stock as you can place on a table 10 feet long, you can appreciate their value. The display is on the outside and the stock on the inside, where it is free from dust and dirt and yet can be reached in an instant's time.

We build more than 100 different sizes and styles of the Cabinets.

Write for Catalog.

The Gier & Dail Mfg. Co.
212 Grand St., Lansing, Mich.

No. 84 Lansing Carry-All Cabinet
Each Pocket holds 25 Magazines, total capacity 1,000.

The New Imperial Series

—OF—

School Practice Books

A complete New Line of attractive cover designs, instructive, patriotic, up-to-date in every way, and beautifully printed in many colors.

We Have Made It A Study

why some books sell. We know the wonderful drawing power of a picture to both young and old. If the paper is right, and plenty of it, the cover will sell the book.

You Will Make No Mistake

—BY WAITING FOR—

"THE IMPERIAL SERIES"

Warwick Bros. & Rutter Limited

MANUFACTURING STATIONERS

Toronto = = = = = = = = Ontario

ARE YOUR WINDOWS FOR SALE.

The Chicago Retail Druggists' Association has perfected a plan whereby it is proposed to secure for the retail druggists a share of the vast sums spent annually for publicity in that city, and by which the druggists will be paid for their window space used to promote publicity and sales of any and all goods, says the Pacific Drug Review.

A contract has been closed with the Merchants' Protective Advertising Association, an organization of advertising experts, and henceforth all the window space devoted to exploiting various products, and which has heretofore been given away, will be converted into cash through this concern.

The advertising company is a co operative concern, and every druggist who leases his windows to the company has the privilege of becoming a stockholder at $10 per share. The profits from the sale of window space will be divided, 75 per cent. going to the retailers, 15 per cent. for expenses and 10 per cent. to the Advertising Company Managers. In the event expenses run below 15 per cent. the surplus will be divided among stockholders. About 900 windows will be included in the scheme, and the larger buyers of publicity will be given an opportunity to secure a part or all of this space for use at one time in a big campaign or as wanted. Blue prints showing size of windows and bearing accurate data as to the number of people passing daily and other information of interest from an advertising standpoint has been prepared. It is estimated that the average city window will bring the druggist about $10 per week though naturally the down-town windows will bring a higher price. The retailer will be the final judge as to what goods shall be displayed in his windows, and nothing which is objectionable to him can be placed in them. In other words the advertising concern simply undertakes to find a market for the space and sell it for the retailer at not less than a certain sum per week, for which service the managers are allowed 10 per cent. of the profits and fifteen per cent. for expenses.

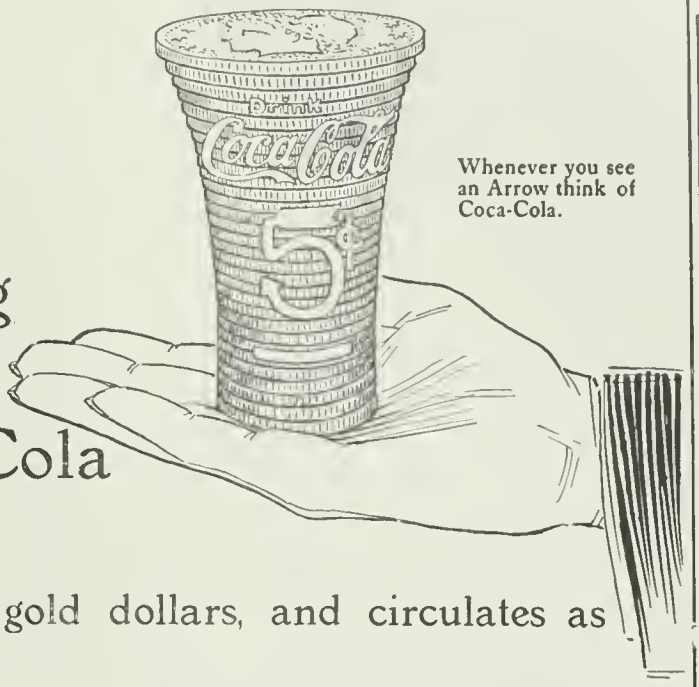
Chicago retailers believe they have started a movement which will soon extend from coast to coast and which will yield a large sum to retailers for space which they have heretofore given manufacturers gratis, being content to take the profit from the sales resulting from display. The success of the plan depends entirely on how the manufacturers and their publicity experts look upon the new deal and their willingness to pay and to pay properly for the space. There can be no question regarding the value of such publicity, but it may take some little time to induce manufacturers to pay for something they have been accustomed to secure free. But this is no reason why they should continue to do so, and doubtless the big advertisers will be convinced of the value of the space and soon be glad to secure it.

It is stated that the Merchants' Protective Adv. Association or the men behind the concern, expect to carry the campaign into other cities as soon as time will permit, and organize retailers in a similar manner into a co-operative concern and the question which now presents itself is, "What is the value of your window space? Would you get, by this plan, all your windows are worth, or can you secure greater returns by using your windows for the display of your own stock and own made goods? For a great many retailers who regard the necessity of finding something to display each week—and the making of the display—largely as a nuisance, this plan is a good one and will return more annually than is being made from this source now; also for the men who leave the matter of window display entirely to a clerk who takes no special interest in the work other than as a part of the labor to be performed each week, and who regards the windows as so many cubic feet to be filled up with whatever may be found in sufficient bulk to serve this purpose, the plan is commended, and will yield sure, and probably larger returns than the present unsystematic care given them. But for the live, wide-awake retailer who is a merchant, who appreciates the value of his windows, and devotes intelligent thought to the displays and makes his windows a part of his general selling plan, which includes his newspaper copy, circular letters, inserts and the individual effort of the proprietor and each employee—to this man this plan will not appeal, for his own windows will produce more profit than to be relieved of the work and study necessary to dress them and receive a certain sum for their use.

The value of windows to this merchant lies in their backing up his other selling plans and being a part of a campaign rather than in measuring their individual power to produce sales, and the merchant who is investing money in advertising can not afford to do without this link in his chain of advertising. So to such we say your windows are worth as much or more to you to display your own goods than to the other fellow and you should retain them purely for your own use. On the other hand, we would advise the retailers who have never secured the proper returns from window space to enter the plan if presented, since it promises to bring you sure returns each week, and this net profit will come without effort on your part and at the same time relieve you of what you have always regarded as more or less of a nuisance—the making of the displays and deciding what to use for the purpose.

Cash

It's like having "cash-on-hand" to have Coca-Cola in stock–



Whenever you see an Arrow think of Coca-Cola.

it's as standard as gold dollars, and circulates as readily.

And just as surely, you can figure that for every dollar you've put into it you're going to take out that dollar and a clear *profit* of over $1.50 besides.

Coca-Cola

TRADE MARK REGISTERED

is an "easy money" maker. It has created its *own* demand, by that strongest of all selling combinations; its distinctive goodness and unlimited advertising.

Your part in this money making plan is the simplest of all—to serve the genuine Coca-Cola and to serve it properly (one fluid ounce of the syrup—no more, no less—to the glass).

Window display to let the public know that you sell Coca-Cola—a fountain sign to remind them when they come in—the natural demand will do the rest.

Order from your Jobber—*Now*

The Coca-Cola Co.,..... TORONTO and MONTREAL

2-D

BENGER'S Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food.

MANUFACTURERS BENGER'S FOOD, LTD., MANCHESTER, ENG.

Benger's Food is sold in tins and can be obtained through most Wholesale Druggists and Leading Drug Stores.

EVERY DRUGGIST SHOULD CARRY

-FAIRBANK'S SOAPS-

GLYCERINE TAR SOAP—for shampooing.
PUMMO SOAP—for the hands.
SANITARY (Carbolic) SOAP—for General use.

Because they are the best to be had, and show the dealer a margin of over 75% profit.

WRITE US FOR PRICES:

The N. K. FAIRBANK COMPANY

MONTREAL, CANADA

Pharmacy BY MAIL

Stay at home while you study Pharmacy. We teach you by mail. We give you the same instructions that you get at College. Our course is adapted to the individual needs of Canadian students who contemplate a change into the States or take Pharmacy board examinations. Hundreds testify to the great value of our course. Write for prospectus and particulars. Our terms are easy.

The Ohio Institute of Pharmacy, Columbus, Ohio

The Consolidated Fruit Jar Co.

New Brunswick, N. J.

—MANUFACTURERS OF—

Sprinkler Tops,
Talcum and Tooth Powder Tops,
AluminumCollapsibleDrinkingCups,
Collapsible Tubes, and
All kinds of cast metal goods.

Sole Manufrs. of Drummond Pat. Closed Tube

—— WRITE FOR PRICES ——

SPRING TONICS

Spring always suggests Blood Purifiers and Spring Tonics. The old idea was Sulphur, Cream of Tartar and Molasses. To meet the demand of the old-fashioned folk we have this preparation put up in wide mouth bottles, in attractive packages, and for those of more advanced ideas, we have thoroughly tested formulae; compounds of well-known and thoroughly reliable medicinal agents, used as alteratives for enriching and purifying the blood. We have manufactured these preparations for many years, and they have proved themselves trade winners, and the large variety of tastefully arranged wrappers, attract the attention of the consumer.

——See Our Samples and Get Prices——

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - MONTREAL - WINNIPEG

PROPRIETOR AND CLERK.

It is gratifying to note a more effective cooperation between proprietor and clerk, manufacturer and employee; it speaks for development, progress, and greater efficiency. There is just as great a lack of wisdom and judgment in making an investment, be it of money, talent or labor without having given the possible returns therefrom thought, as in the expectation of returns without proper consideratian of the investment. The thought may be further applied that investment is subject to greater profit if made more valuable, or adaptable, and the recompense enhanced through more efficient service. This applies to commercial matters, and with equal force to talent and labor. So the business man who has great opportunities and does not make full use of them has lost on his investment to the extent to deficiency. The clerk who cannot or does not attribute according to anticipation is not entitled to the money he receives if based on reasonable expectations. This implies also the other deduction, namely, that service is entitled to compensation according to relative efficiency. Individuality, using it in the sense of the aggregate qualities which distinguish one person from another, must necessarily vary, and is subject to change, growth and development. A business has frequently been defined as the lengthened shadow of the one who conducts it. The individuality of a store constitutes its attractive or repelling force, and reflects the character of the man who conducts it. There is something in close association under a leadership which compels inclination; the clerks, however different they may be, in most respects partake of the habits and methods of their employer, just as we find students adopting the teaching of their tutor. This is evident to every one who has been observant of the employees of large organizations, and is equally evident even in the fewer number engaged in smaller establishments. If this subject is given the consideration its importance justifies, then the wisdom of the man who, while seeking to improve himself, does not neglect his clerks, may well be deemed a valuable investment. It is a difficulty matter, indeed, to see ourselves as others see us; but it is idle folly to presume that we are not observed. The one who conducts his business honestly, cautiously and conscientiously has better assurance of clerks with these qualities than one who winks at sharp practice, is slovenly and inaccurate. There is then, this further thought—that everyone may contribute some good idea or suggestion that the other had not grasped. The clerk, if properly encouraged, can help make the business, and just as surely can more or less undermine it.

The clerk of to-day becomes the proprietor of a later day, and has part in the same pursuit, and it speaks for the contributions present-day votaries make in the development of the drug business. The most permanent impress obtains through experience, and every one shares in the results that those contribute who have been tutored by their predecessors. There is wisdom, then, in giving the clerk the attention that his important place in your success occupies. The success of a business llargely hinges on its cooperative plan, and by that is not necessarily meant a direct money interest, but in that all who are here employed share relatively in the energy, enthusiasm and push essential to its development. This, of course, also implies reasonable compensation, and without which the ardor of the most devoted and conscientious employee cannot be intensified, for he must have something to incite his ambition. Deduction hereof should appeal with equal force to the clerk, who ought to recognize that his services are included among his employer's investments on which he must have profit, otherwise they are worse than valueless to him. The message is another appeal for cooperation in the interest of making success in the drug business, and also for promoting and advancing pharmacy.—Southern Phar. Jour.

OUR ENGLISH LETTER.

We regret that our usual English letter has not been received up to the time of going to press, it apparently having been lost in the dreadful disaster that befel the Steamship "Titanic." Next month we hope, however, to have the usual and valued communication from our London Correspondent.

WHAT THERE IS IN ONE TON OF COAL.

From one ton of ordinary gas coal may be produced 1500 pounds of coke, 20 gallons of ammonia water and 140 pounds of coal tar. By distillation the coal tar will yield 69.6 pounds of pitch, 17 pounds of creosote, 14 pounds of heavy oils, 0.5 pounds of naphtha yellow, 6.3 pounds of naphthaline, 1.75 pounds, naphthol, 2.25 pounds alazarin, 2.4 pounds solvent naphtha, 1.5 pounds phenol, 1.2 pounds aurine, 1.1 pounds benzine, 1.1 pounds aniline, .77 of a pound toluidine, .46 of a pound of anthracine and .9 of a pound toluene. From the latter is obtained the substance known as saccharin, which is many times sweeter than cane sugar, one part of it giving a very sweet taste to 1000 parts of water.

We cannot be more wise and faithful to ourselves in anything, than to make ill fortune as contemptible to us, as it makes us to others.

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

Photography

FRACTIONAL DEVELOPER.

In fractional development the exposed plate is first treated with the reducer and then with the alkali. At a recent meeting of the section on photography and microscopy of the Franklin Institute, G. Dietz suggested the following formula for fractional use :

Reducer.

Edinol..... .... 2 drams
Hydroquinone..... .... 2 drams
Sodium sulphite, dry..... ... . 2 ounces
Distilled water..... ....30 ounces

Alkali.

Sodium carbonate, dry..... ..... 2 ounces
Distilled water..... ....30 ounces

Mr. Dietz said that the best results were obtained by having the baths at a temperature of 65 to 70 degrees F.

DRYING NEGATIVES RAPIDLY.

Schleider (Photos and Focus) says that he is enabled to dry negatives in about five minutes, at a heat as high as can be borne by the hand, by fixing them with a bath made as follows :

Sodium hyposulphite..... ..... 4 ounces
Potassium metabisulphite... ..... 150 grains
Chrome alum..... ....150 grains
Water..... ....20 ounces

GLYCIN TANK DEVELOPER.

The Photo-Era gives the following :

Glycin..... .... 1 ounce
Sodium sulphite, dry..... ..... 1 ounce
Sodium carbonate, dry..... .... 4 ounces
Distilled water..... ....120 ounces

For use this is diluted, 1 to 10, with distilled water. The developing is carried on for 20 minutes at 70 degrees or 30 minutes at 60 degrees. The plates must be washed thoroughly before being fixed.

SULPHIDE TONING BATH.

Namias (Photog. Mittheil. through Amat. Photog.) says that barium sulphide has many advantages over sodium sulphide for sulphide toning, chiefly because its solutions do not decompose or have a strong hydrogen sulphide odor. The author recommends the use of a saturated solution. Rapid toning is a feature of the use of the barium salt.

DEVELOPER FOR UNDEREXPOSURE.

In Photography of moving objects, the author suggests the following developer for undertimed exposures :

Stock Solution.

Potassium metabisulphite ..... 2 drams
Sodium barbonate, dry..... ..... 1 ounce
Sodium sulphite, dry..... .... 1 ounce
Water..... ....20 ounces

For use, 6 drams of this solution are mixed with 18 drams of water, and 3 grains of pyrogallol are dissolved in the mixture. The bath is used at 65 degrees F., the tray being rocked constantly until reduction ceases. If the negative is too thin, it is immediately redeveloped in the following :

Stock solution..... .... 1 ounce
Pyrogallol..... .... 5 grains
Water..... .... 2 ounces.

A PHOTOGRAPHIC BAROMETER.

The formula given below is suitable for the preparation of photographic "weather prophets." A bromide print of a landscape subject may be carefully coated over or brushed with the following mixture, after first being thoroughly hardened in a 10 per cent. formaldehyde bath :—Water, 3½ ozs.; gelatin, 90 grains. Dissolve by the aid of heat, and add, cobalt chloride, 30 grains ; glycerin (water-free), 20 drops. The part brushed will become blue in fine weather and pink in damp weather, owing to the well-known action of moisture on the cobalt salt.—(Amat. Phot. and Photo News.)

TO RESTORE YELLOW PHOTOGRAPHS.

For the restoration of yellowed photographic pictures, the Pharmaceutische Centralhalle, recommends the following process : Carefully remove the picture from its mounting, or the card on which it is pasted, and put it in a solution of the following composition :

Hydrochloric acid..... .... 2 ccm.
Sodium chloride..... .... 8 gm.
Potassium bichromate... .... 8 gm.
Distilled water..... ....250 ccm.

This fluid bleaches the picture, but photographs that have been toned with gold do not quite vanish. Rinse with plenty of water and again develop with some very dilute alkaline developer.

TONING AND FIXING BATH FOR SOLIO PAPER.

The "Photographic Times" gives the following: Print in direct sunlight, covering thin negatives with a tissue paper, allowing the print to get a little darker tint than the finished print should be. Place the print without previous washing in the following :

Stock solution A..... .... 8 ounces.
Stock solution B..... .... 1 ounce.

Stock solution A is prepared as follows :

Sodium hyposulphite..... ... . 8 ounces.
Common alum..... .... 6 ounces.
Water..... ... . 80 ounces.
Chloride of gold..... ....15 grains.

When dissolved, add 2 ounces of borax dissolved in 8 ounces of hot water. Let stand over night and decant the clear liquid.

Stock solution B :

Chloride of gold..... ....15 grains
Lead acetate..... ....61 grains
Water..... .... 8 ounces

Tone to the desired color and immerse prints for five minutes in the following salt solution to stop the toning :

Salt..... .... 4 ounces
Water..... ....32 ounces

Wash one hour in running water, or in sixteen changes of cold water, when the prints may be mounted similar to the manner employed for albumen prints. The following hints are suggested : All solutions should be used as cold as possible. In warm weather prints should not stand over night before mounting. Mounted prints must be thoroughly dry before burnishing.

RAPID DRYING OF NEGATIVES.

B. Schleicher (Photo and Focus), fixes his negatives in a fixing bath made as follows : Sodium hyposulphite, four ounces ; potassium metabisulphite, 150 grains ; chrome alum, 150 grains ; water, 20 ounces. This harhens tne film safely be dried by direct heat, e.g., holding over a fire as hot as the hand can bear, without any sign of melting or running of the film. Drying may thus be done in five minutes, or very little more, especially if surface moisture first be removed by means of clean flufless cloth or blotting paper.—Pharm. Journ.

BLAUD'S PILLS.

A writer in the Farmaceutisk Revy (quoted by the Apotheker Zeitung) gives the following method, by which Blaud's Pills of great stability can be prepared : 100 grams of crystallized ferrous sulphate and 25 grams of glycerin are mixed in a porcelain dish and heated to 100 degrees on a water bath. In a mortar are mixed 70 grams of potassium carbonate and 40 grams of powdered sugar, of which about 20 grams are added to the warm ferrous sulphate-glycerin mixture. The whole is then stirred until the evolution of carbon dioxide has ceased, and the liquid has become thin. The remainder of the mixture of sugar and potassium carbonate is now added, and the whole stirred until no more carbon dioxide is evolved, Thirty-five grams of water are then evaporated off and 30 grams of powdered glycyrrhiza finally added. The mass is divided into 1,000 pills.

TO BORE HOLES IN RUBBER STOPPERS.

This is an operation which the druggist sometimes has to perform. The task is rendered easy (according to the National Druggist) by proceeding according to one of the following methods

1. Dip the cork borer into a solution of caustic potash or soda, which should not be too weak.

2. Keep the borer moist with alcohol ; if the rapid evaporation of the alcohol be found objectionable, water may be used.

3. A tolerably sharp borer or knife moistened with common soda lye goes through rubber as readily as through cork. In order to finish the hole without causing a contraction of its diameter the stopper should be held firmly against a flat surface of common cork, until the borer passes into the later. By this method a perfectly smooth and cylindrical hole can be obtained.

ONTARIO COLLEGE OF PHARMACY.

The examinations of the O. C. P. will be held on May 1st and succeeding dates at the College building, Gerrard Street, Toronto, about 110 candidates will present themselves for examination.

Prof. J.T. Fotheringham, M.D., lecturer in Materia Medica, has gone to England for a short vacation. He will probably be absent about six weeks.

Dean Heebner will take his usual vacation on Lake Cecebe.

Amongst the callers at the College during the past month were : Mr. and Mrs. L.J. Stevenson, London, Ont., on their way west ; D.S. Johnston, Ottawa ; Dr. Passmore, Deseronto ; Howard McArthur, manager of the Geary estate, Sarnia ; B. Griffin, Hamilton ; Mayor Carter, Cochrane ; J. T. Barnes and wife, Sault Ste. Marie ; Robt. Taylor, Port Dover ; J. Stellman, Essex ; J.S. Armitage, Paris, and W.C. George Orillia

It is currently rumored that the worthy registrar, Mr. W.B. Graham, is going to England as special commissioner from the O.C.P. to confer with the authorities on Bloomsbury St., as to the carrying out of the recent legislation on reciprocal registration. He certainly would be the right man in the right place.

KENT-M'CLAIN AGAIN.

Mr. W. T. Esdale's store in Calgary, is a fine example of drug store planning. The rich oak finish, the all glass construction cases and marble bases combine to make a very striking "first impression" as one enters. But the detail is still more worthy of examination. The long wall fixture on the right of this store is relieved and improved by the insertion of a centre fixture comprising a tall mirror and leather covered settee. Especially good too is the arrangement of the dispensing room. This, instead of being hidden away, is divided from the store by clear plate only. Being tastefully fitted it becomes by this arrangement an attractive addition to the store. It was recently installed by Kent-McClain, Limited, (Toronto Show Case Co.)

VALENTINE'S SERIES
POST CARDS
FAMOUS THROUGHOUT THE WORLD

The Highest Awards Obtained at Six Exhibitions.

The season of summer holidays and week end trips is approaching. In those days picture post cards crowd every mail. The traveller buys these pretty souvenirs to send those at home. Those at home buy them to bear the home news to the traveller. It will pay you to establish a reputation for post cards, and you can do this by stocking from our selection, which is second to none.

In these Spring Days Remember Christmas

The dealer who delays placing his order for booklets, calendars, tags, Illustrated Song Books and similar lines will lose the benefit of a wide selection.

Our travellers are now on the road. It will pay you to examine carefully the samples which they bring. A wise selection of these goods now means large receipts at the holiday season.

If our traveller does not call shortly advise us and we will forward samples by mail. We have the goods which will suit you. You will suit us by ordering early.

The Valentine & Sons United Publishing Co., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER

AUTOMATIC SYPHON

which can be used for drawing off of Lye Acid, Acetic Acid, Hydric Chloride, Sulphuric Acid, Nitric Acid, Fluoric Acid, Chemical Solutions, Salammoniac, Benzine, Oil, Wine, Beer, etc., etc.

No sucking	**No evaporating**
No bubbling over	**No burning**
No breaking in pieces	**No funnel**
No overflowing	**No double filtering**

A pressure with one hand is sufficient. Thousands of Syphons are in use.

8 m m sh 14/- = $3.50. 11 m m sh 17/- = $4.22.
15 m m sh 20/- = $4.80.

F.O.B. every place in the Dominion of Canada where a post office exists.

TERMS—Payment in advance, or postal orders.

Sole Manufacturers:

Universa Trading House, Berlin-Steglitz 27, Germany

Grube's Method

For Complete Eradication of
TOE CORNS, SOLE CORNS, BUNIONS,
CALLOUSES, SOFT CORNS, HEEL CORNS.
Kills the Seed, Leaves Smooth Skin.

One Drop Corn Remover

ADVISE no cutting with knife.
USE eraser to remove hard part. Rub well.

APPLY "One Drop," covering corn completely to kill seed of the trouble; cover it with tissue paper; peel it off third day.

RESULT a normal smooth skin. Put cotton between toes when soft corns.

PRICE 25 CENTS

When Properly Applied, Gives Relief in 3 Minutes.
EXCELSIOR CHEMICAL COMPANY, 3100 State Street, Chicago.

$1.50 per dozen. Quantity price on application. Ways and means with initial gross to assure disposal of goods. During 1911 one medium size retail drug store sent four orders of one gross each, giving a profit of $82.80 the first season of selling the article.

IT WILL PAY YOU TO STOCK
SPRATT'S DOG CAKES
SPRATT'S DOG MEDICINES
SPRATT'S DOG SOAP
SPRATT'S BIRD SEEDS
Your Jobber can supply. May we send our Illustrated Export Price List. (IN PACKETS)
Write Spratt's Patent Ld., London, Eng. Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal

DRUG REPORT.

Toronto, April 18th, 1912.

Business during the past month has been a little quiet in the country on account of the bad roads, but this is to be expected.

Opium, Morphia, Codeia, and Cocaine are a little easier.

Glycerine has started up again, which was not expected, as the cause of the decline was competition between manufacturers, and it was being sold possibly less than making it.

Santonine keeps steadily advancing, and will likely reach a high price.

Quinine, after lying dormant for a very long time, suddenly advanced 2c. an oz.

Blue Vitrol is higher.

Cod Liver Oil is lower on account of report of good catch.

A—Advanced. D—Declined.

D.—Antipyrine Salicylate	oz.	.30
D.—Cadmium Iodide	oz.	.35
D.—Cocaine Mur. (¼-oz. bots.)	ea.	.50
D.—Cod Liver Oil, Newfoundland	gal.	$1.60
D.—Cod Liver Oil, Norway	gal.	1.75
Codeia Crystals	oz.	7.25
Codeia Phosphate, in ¼ths	ea.	.95
A.—Copper Sulphate Com'l	lb.	.10
Glycerine	lb.	.30
D.—Menthol	oz.	.60
D.—Protargol	oz.	1.60
D.—Potassium Caustic, Sticks	lb.	.40
D.—Opium	lb.	9.90
D.—Opium, Powd	oz.	.70
A.—Quinine Hydrobrom	oz.	.12
A.— " Hydrochlor	oz.	.42
A.— " Hypophos	oz.	.72
A.— " Salicylate	oz.	.52
A.—Santonine	oz.	2.25
D.—Salophen	oz.	1.10

OPTICAL CLASSES.

The annual class in optics at the Canadian College of Optics will commence about May 10th. Special rates will be given students who have taken the "correspondence course" if they desire to attend this personal instruction course. Full information as to terms, exact date, etc., will be sent to those interested, if they write the principal, Dr. W.E. Hamill, 75 Yonge St., Toronto. This will be the only class room course for the year, hence those desiring to learn "how to fit spectacles" should apply for a seat early.

KENT-M'CLAIN AGAIN.

In making his recent store improvements, Mr. G. S. Armstrong, of Edmonton, Alta., has added to his tobacco section a "Honduras" case as made by Kent-McClain, Limited, (Toronto Show Case Co.) Other additions included the indispensable "Trianon" combination counter, stock cabinet and show case made by the same firm.

Druggists' Opportunity
Something that's a Good Seller

What is being done by druggists in many different parts of Canada is evidence of the ready selling qualities of the

BAX WILL FORM

These forms sell for 35c and are so exact and complete that a lawyer's services are not necessary in making one's will. They are in big demand all over.

Broadway Drug Co., Toronto, sold 60 dozen in 14 months.

Park and Park, Hamilton: "Send another gross; right out."

Price to trade, $2 75 doz; 3 doz. lots, $2.65. Sold wholesale by National Drug Co, Drug Trading Co., Lyman Bros., W. J. Gage Co., Copp, Clark Co., Methodist Book Room, and all leading wholesale Druggists and Stationers.

Write Us Direct for Special Advertising Proposition.

BAX WILL FORM CO.
275 College St. TORONTO, CAN.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request.**

—WRITE US—

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

FOR SALE.

Drug and Stationery business in Manitoba. $1,500 cash will handle. Gross profits last year exceeded $3,200. Two agencies which net $500 a year may be had with business. Rent $15.00 per month. Prescriptions average 2,000 new a year for the past four years. Ill health reason for selling. For particulars apply to A. F. GLEDHILL, Minto, Man.

FOR SALE.

Excellent Drug and Stationery business. Location, Central Saskatchewan. Fast growing village of 300. Prosperous. Well settled district. Property, stock and fixtures cheap for immediate sale. Address Box "2" Canadian Druggist.

FOR SALE.

If you wish to buy a business in the West write me before deciding. I have two drug stores for sale which will repay you to investigate. Satisfactory reasons for selling. Can be handled for $500 cash or bankable notes. Apply "Veritas," care of Canadian Druggist.

MANAGER WANTED.

For Sask. Registered. Must be thoroughly capable. Apply giving full particulars and salary required to F. J. WILLIAMS, Humboldt, Sask.

MANUFACTURING CHEMIST WANTED.

Practical man wanted to take charge of a laboratory. Good salary, permanent position with good future. Apply to Red Cross Pharmacal Co. Ltd., 92 Des Prairies St., Quebec, Que.

FOR SALE.

Drug store in fast growing Alberta town. Will sacrifice for quick sale on account of sickness. Write to E. Hammond, Bashaw, Alta.

BUSINESS WANTED

Wanted a drug business in a good live Ontario town. Stock and fixtures not to exceed $5,000. Box 40, Canadian Druggist, Toronto, Ont.

FOR SALE.

Young druggist with $1000 cash can purchase a drug business in the thriving town of Kindersley. Average sales will run from $15 to $20 a day. Stock and fixtures will amount to about $2000. Rent, including living room and doctor's office, $45 per month. As this is part of an estate, it must be sold at once. Splendid opportunity for a young man to work up a first-class business. For full particulars write the Martin, Bole & Wynne Co., Winnipeg, Man.

MUSICAL MERCHANDISE AS A SIDE LINE.

When wondering what side-line he will put in to help him pay rent and clerk hire or to defray part of the expense for gasoline and new tires for his whiz-wagon, the druggist might do worse than consider musical merchandise.

Harmonicas and banjo strings, accordions and violin strings, auto harps and guitar strings, musical toys for children, and musical instruments for adults constitute a line of merchandise which fits in well with the druggist's other stock of fancy goods. And there is good money in them, too, once the people begin to depend upon the druggist to supply their wants in this line.

It is not the man who says many words, but the one who uses them well, that is the most convincing.

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

The Canadian Druggist

Vol. xxiv TORONTO, CANADA, JUNE, 1912 No. 6

—Twenty-fourth year of Publication—

THE

Canadian Druggist

MONTHLY

The W. J. DYAS PUBLISHING CO. Limited, Publishers

Subscription, one dollar per annum in advance

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

THE CANADIAN DRUGGIST,

Dineen Building, Temperance St., Toronto, Canada.
Telephone, Main 3203. Cable Address: SAYD, Toronto

Representatives:

CHICAGO, ILL.—E. J. Macintyre, 4057 Perry St.

ENGLAND—C. Rivington Shill, 88 Chancery Lane, London, W.C. Telephone 8936, Central.

FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.

GERMANY, AUSTRIA AND SWITZERLAND—Rudolfe Mosse, 46-49 Jerusalemer Street, Berlin, Germany.

POLICY.

In business there are always two policies which present themselves and from which choice has to be made. These are a good policy and a bad one, and very frequently we are unable to discern which is the good business policy until we have worked on certain lines and have thorough experience demonstrated whether the policy adopted is a wise one or not.

There are certain facts, however, which confront us, and which if we bear them in mind may help us to shape our policy in such a way as to prove helpful.

It is good policy to make the first aim of our endeavor, the pleasing of the customers, to make them feel perfect confidence in the salesman and to satisfy, as far as possible, all the requirements to give them exactly what they ask for without hesitation, and to treat all irrespective of class, creed, color, or age, with politeness and promptness.

It is good policy to keep, as far as possible, a complete stock of any lines which may be called for, as being "just out" of any article may lose a customer entirely—and it goes without saying that the article asked for is the article wanted. If any article asked for is not in stock, offer to procure it at once.

It is good policy to co-operate with your competitors in the same line of business. Working together you can hold business and possibly prevent an additional competitor in the same line. Accommodate each other in every way possible, it pays both parties, and competition developed into co-operation pays best.

"Honesty is the best policy," there is no gainsaying this, but do not narrow it down to being honest only to "the other fellow," but be honest to yourself.

You deserve fair remuneration for your talents and your time; you deserve recognition, not as the servant of the people, but as their helpmeet. Give yourself shortened hours, if possible, take holidays, give your family something of your time and your thought.

It is good policy to convince the public of your desire to serve them faithfully and to furnish them with the best that you can procure. Obtain their confidence, and that once established, keep it by deserving it.

It is bad policy to knock your competitor or try to discredit him in any way. Prove yourself worthy, and let the other man work out his own plans.

It is bad policy to substitute any article or preparation for the one called for. Such substitution is robbery pure and simple. And do not speak disparagingly of any article unless you are perfectly certain of your ground. This kind of dealing neither raises you in the estimation of your customer, nor does it guarantee you any financial success.

It is bad policy to keep aloof from your customers. They like to see the head of the establishment about, even if he does not serve them personally. His presence gives confidence.

It is bad policy to neglect the reading of your trade journal. It is your most faithful guide, and directory in matters affecting your business, and should be read through from cover to cover, advertisements as well as reading matter just as soon as you get the opportunity to do so. It will repay the time spent and may and probably will save you many dollars by using it as your business guide.

THE SALE OF HABIT FORMING DRUGS.

It seems unfortunate in this enlightened age when everything possible is being done for the amelioration of suffering and the general welfare of mankind, as a whole, that it should be necessary to have legislation enacted such as that which is on the Statute Book regulating the sale of such habit-forming drugs as Cocaine, Morphine, etc.

The general public to a large extent, no doubt, look upon this legislation as a curb on druggists thus leading to the inference that the profession, as a whole, were guilty either of extreme carelessness in regard to the well being of humanity, or else that their avarice leads them to commit acts which certainly are against the public welfare. This is one of those cases where the many suffer for the offences of the few, as it is an incontrovertible fact that the pharmaceutical profession is on the whole true to the better instincts of humanity and also to the highest interests of the profession of which they are members.

However, "there are always black sheep in every flock," and unfortunately our ranks are not free from them, and it is only by legislation of this kind that the offenders can be brought to justice. We know that we voice the feeling of the Pharmaceutical Profession in Canada, as well as elsewhere, when we say that no laws can be too stringent where the health of the individual is concerned, and certainly any action taken to punish those who are guilty of the infraction of the laws to which we have referred, namely the sale of habit forming drugs, will be heartily endorsed by pharmacists.

In our opinion, no punishment can be too severe for the man who would stoop to any such practise, and we only trust that continued offenders in this line will be deprived of the privilege of selling drugs of any kind, having their licenses cancelled, as well as suffering the severest penalty imposed by law.

The public look to pharmacists as being in a large measure in conjunction with physicians, the custodians of their health, and it would be most unfortunate should the people lose faith in the integrity and trustworthiness of the pharmacist.

KENT-M'CLAIN AGAIN.

Mr. H. S. Campbell is opening a handsome drug store in North Bay. The interior fittings made by Kent-McClain, Limited (Toronto Show Case Co.) are in mahogany finish. The planning of the store is modern in every respect, and the type of show case installed is the new, but already famous "Wedgwood" design.

COCA-COLA.

The imitator—the man (or concern) who tries to build his fortune on the fame and popularity of the product of another concern, which have been earned by merit and acquired by vast advertising expenditures, is having a hard time nowadays. Indications point to his having a still harder time in the near future. Lines are being more sharply drawn—what constitutes "unfair competition" by the use of another's name or offering for sale an acknowledged imitation of another article for the purpose of deceiving the consumer is every day being more definitely determined to the confusion of imitators.

Two notable instances are found in recent decisions, whereby the right of the Coca-Cola Co., of Atlanta, to the exclusive use of the name of Coca-Cola has been strictly upheld.

Recently, in the District Court of the United States for the northern district of Alabama, before Judge Grubb, wherein the Coca-Cola Company filed proceedings against the Magic City Bottling Company, et al. to prevent the defendants from using in any way or form the mark, "COCA-COLA."

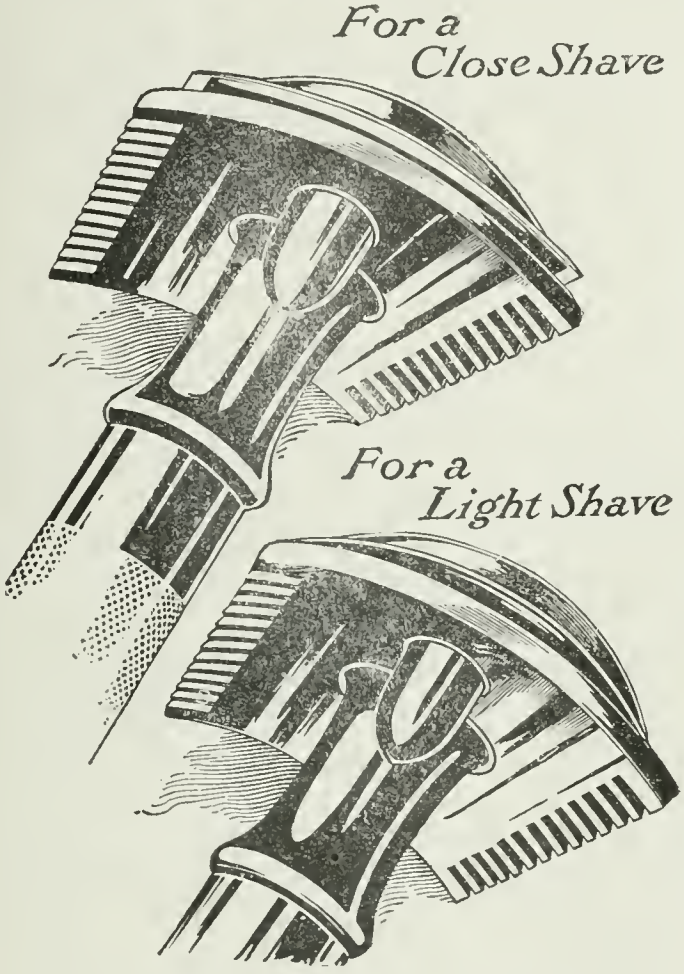
In that case, Judge Grubb, on the hearing for the temporary injunction, granted an injunction against the defendants, holding that the Coca Cola Co. was entitled to the exclusive use of the name Coca-Cola as a technical trademark.

On April 4th, 1912, Judge Sanford in the United States District Court, sitting at Nashville, in the case of the Coca-Cola Co. vs. the Nashville Syrup Company, granted a temporary injunction to the Coca-Cola Company, restraining the defendant company from using the word, "Fletcher's Coca-Cola, and upheld the Coca-Cola Company's exclusive right to the trademark Coca-Cola, and also held that any use of the name, Coca-Cola, by any other person, firm or corporation, than The Coca-Cola Company, constituted unfair competition.

GETTING RESULTS.

A retail druggist in the West who advertised in the "Canadian Druggist" for a manager, expressed his surprise that more druggists do not avail themselves of this journal when desiring assistance, or disposing of businesses, etc., as he found results eminently satisfactorily. From one advertisement for a manager he obtained no less than eight enquiries, from which he was able to make a good selection. There can be no doubt that the trade paper which is carefully read by all whom it reaches appeals more directly to its constituency than does any other medium.

Drive Home this Gillette Selling Point



"The Gillette is the ONLY Adjustable Razor"

We are emphasizing this GILLETTE feature in our newspaper advertisements, using this same illustration.

But there may be some of your customers who will not read our newspaper advertisements carefully, and will fail to realize what an advantage it is to own and use an **adjustable GILLETTE.**

It is up to you to show them—and it is important that you should do so—for this is **one of the strongest of the GILLETTE'S many selling points.**

The illustration shows the GILLETTE in two somewhat extreme positions. In the lower cut the handle is screwed up tight, so that the cap forces the blade-edges down close against the guard. This gives, of course, a very light shave, and is comfortable for the tenderest skin.

In the upper cut the handle has been loosened about one-quarter turn. The edges of the blade, following the cap, have sprung away from the guard. In this position the blade takes more hold, and cuts very close, no matter how tough or wiry the beard may be.

But as we said before, this is rather an extreme position, and the average man gets the most satisfactory shave when he first screws the handle up tight and then loosens it about an eighth of a turn.

But once you make the principle clear, and show him the advantage of the adjustability which only the GILLETTE possesses, your customer will not be long in finding out just what adjustment best suits his beard and face. **Thus he will get the utmost comfort and satisfaction out of his GILLETTE, and he'll not forget that you sold him the razor and "put him wise."**

Incidentally, he'll come back pretty regularly for new blades—and as many other things as your good salesmanship suggests.

THE GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED

Office and Factory--
The New GILLETTE Bldg., MONTREAL

TRADE Gillette MARK
KNOWN THE WORLD OVER

HUMAN NATURE AND THE WAY TO FIGURE PROFITS.

Recently a business efficiency expert caused to be inserted in several National mediums, a little problem he had found that always agitated the minds of retail dealers wherever it was propounded. The problem was stated as follows :

Wholesale price of an article is $1.00
Cost of doing business is ..... 22 per cent.
Retailer's profit..... .... 10 per cent.
What is the retail selling price ?

Remember you are basing your percentages on selling price.

This problem has led to more agitation among retailers, their trade papers, etc., than anything except the Parcels Post or the question of Substitution, that has appeared in the trade press for several months.

Some correspondents, in their desire to contribute to the humorous rather than to the serious columns of the publications, have expended a prodigious amount of clumsy wit in making fun of the man who would compute profits with percentages figured on his selling price. They seem to think the "good old arithmetic" is the sole arbitrator of the question.

They entirely eliminate the equation of human nature.

I believe the writer has as much respect for the "good old arithmetic" as he has for the good old anything else, but he believes also that the world moves ; that you can't stand pat on the methods of statement indulged in by the old arithmetic, any more than you can stand pat on anything else in the world.

Scientifically, two and two make four. Practically, two horses and two cows are neither four horses or four cows, but four animals.

So you must always be careful in the statement of your facts, because one statement does not always equal another.

From an article printed nearly a year ago, I get an illustration of the principle involved in the statement of the foregoing problem of figuring profits on the price.

"You will find in every arithmetic such examples which are scientifically true, but which do not allow for the false thinking of a great many very practical men. A man buys a horse for $50 and sells him for $75. What percentage of profit does he make ? Answer, 50 per cent.

"The arithmetic figures the percentage of profit on the $50 and not on the sale.

"The consequence is that our good teachers have led us to think of the percentage of profit from a standpoint that makes many men think they are making much larger profits on the business they are handling than they really are. This makes them prodigal of expense and very often leads to a failure, which with a more thorough knowledge of expense from a practical, everyday standpoint could have been avoided.

"Suppose a man has in contemplation a horse for sale on the basis of the above transaction. A horse broker approaches him and offers to conduct negotiations. He asks a commission of 33 1-3 per cent. Now, the owner of the horse, believing he can get $75 for him, and having a profit of 50 per cent. in sight, agrees, and the broker, having completed the transaction, renders a bill as follows :

Sold one horse at... ....$75.00
Commission 33 1-3 per cent..... ... 25.00

Due seller..... ....$50.00

"In other words, the seller's books show a profit of 50 per cent entirely eaten up by a commission of 33 1-3 per cent. This problem is thoroughly descriptive of the difficulties of a great many of our smaller merchants."

Let us for the sake of argument, and for the purpose of clarifying the situation that has been somewhat fogged by men who think from entirely opposite poles, beclouding the issue with the dust of ridicule instead of trying to clarify it by sound reasoning, suppose a man starts in a small grocery business, and in order to keep the problem in harmony with the one stated in the first paragraphs of this article, I shall assume a large expenditure for expenses, etc.

The amount of percentage, of course, has absolutely nothing to do with the principles involved in the computation.

Suppose our dealer buys his stock of goods and, as is usual in such cases, he prices them at what the wholesaler's salesman tells him he ought to get for them.

At the end of the month he finds that he has done a business of a thousand dollars.

He has kept a close track of all the sales and finds the goods he has sold, at invoice cost, cost him $680.00.

He finds that his total selling expenses, etc., are $220.00, and thus he has $100 as a profit.

He does a little figuring.

He assumes that his cost of doing business is 22 per cent. of the total amount of business that he has done, that being the easiest way to figure it. He has made a profit of 10 per cent. of the total amount of business. This is quite the natural way for the average man to figure it. Let us suppose, therefore, that he proceeds to replenish his stock with exactly the same kind of merchandise that he had before, and he thus buys another $680 worth of goods. (We assume this simply for the sake of illustration.) He gets the goods in and he says—"I'll mark these to make 32 per cent. over cost, because I want to make

READ

The letter below came to us unsolicited. It is one of many that we receive in the course of a season.

Pharmacie Delisle
A. E. FRANCOEUR,

Quebec, March 20th 1917

The F. E. Reed Glass Co
Rochester, N.Y.

Gentlemen:
I am satisfied with the class of glassware and you may rest assured of my future orders. The railway people are not always pleased to handle bottles in big large crates, but this time it is a wonder for them, and the breakage is reduced to a strife.
I hope you will continue to serve me thus, and I remain.
Yours truly
A. E. Francoeur

SEND YOUR INQUIRIES TO

F. E. REED GLASS CO.

ROCHESTER, N. Y.

NEAVE'S FOOD

FOR

INFANTS, GROWING CHILDREN, INVALIDS AND THE AGED . . .

The Standard Infants' Food in Great Britain for upwards of 85 years.

MANUFACTURED BY

J. R. NEAVE & CO., Fordingbridge, Eng.

Samples and Full Particulars forwarded to the trade by the Agent for Canada:

EDWIN UTLEY, 14 Front St. E., Toronto

Sold in 1 lb. tins and stocked by every wholesale druggist in Canada.

RED
Seamless Water Bottle

This bottle is absolutely seamless, not even having a seam at the neck. Cannot possibly leak unless punctured. Made of ALL RUBBER. If your wholesaler will not supply you, order direct.

Price $12 per doz.

RELIABLE

Miller Rubber Co. Limited
85 Spadina Ave. Toronto

STAR SEAMLESS Water Bottles

TRIM YOUR WINDOW WITH THE

"Ever Ready Window Display"

Sent free with your Star Water Bottle order.

VENO-STAR WATER BOTTLES are the only strictly seemless ones made. Moulded in one piece—Made of the best obtainable grade of Para Rubber—They are full capacity and fully guaranteed.

Ask Your Jobber or Write us Regarding our Special Offer.

THE STAR RUBBER COMPANY

170 Sweitzer Ave. AKRON, OHIO

"WORTHY" Post Cards

WORTHY spelt with CAPITALS

Cards Different, 'Sutcliffe' Cards

Cards that prove we critically di-criminate against the low, the vulgar, the common sort, the sort that reflects on your business, likewise the Post Card business.

Don't blame it on the public, they don't want common stuff but have to take what your selection offers if at all. WHY NOT try the "advertise themselves sort?"

Numbers of progressive merchants are availing themselves of the WORTHY kind we have been preaching about. Better get in touch. Time is money. Why not be "making it."

We don't mind if you don't think the same about our cards as we think. Put it up to us. On any open order you can return or exchange any full series that you don't "take to."

If this does not inspire confidence in you, then better see them. Write, call or telephone. Somebody has got to be trusted to fill your order. *Who* offers a BLACK and WHITE, free from obligation proposition to return cards you entrust to their selection? WE do on any open orders for we know the cards, have a confidence in the cards, and wish to be known by the cards.

SOLE CANADIAN DISTRIBUTORS FOR:

The J. Raymond Howe Co., Chicago
The Drysdale Company, Chicago.
The Samuel Carpenter Co., Philadelphia
The Sandford-Pease-Prince Cos., Buffalo
The Lewis Co., Albert Lea, Minn.

All high grade producers of WORTHY Post Cards—*"Things Different" in "Likely Things."* Stock carried and prices quoted F. O. B. Toronto.

The Sutcliffe Company
IMPORTERS
AND
COMMISSION MERCHANTS
77 YORK ST., Nordheimer Building TORONTO

SANOL

Is very valuable in the treatment of Gall Stones, Kidney Stones, Gravel in the Bladder, Lumbago, Uric Acid Diatheses.

Sanol's Antidiabetes

Is the only positive cure for Diabetes.

"Changing Diet Method"

Sanol: retail $1.50, trade $12.00 doz.
Sanol's Antidiabetes: retail $2.00, trade $16.00 doz.

Terms, 30 days 5%.

Sanol's Preparations may be obtained wholesale from:

All Depots and Branches of the National Drug & Chemical Co. Limited, of Toronto.
Drug Trading Co. Limited, Toronto.
Lyman Bros. Co. Limited, Toronto.
Lyman's Limited, Montreal.
Lyman-Knox Co. Limited, Montreal.
N. C. Polson & Co, Kingston
Martin, Bole & Wynne Co., Winnipeg.

Your esteemed orders will have our prompt attention.

The Sanol Mfg.Co., Winnipeg, Man.

WILLIAM MATHER, LIMITED
MANCHESTER

Manufacturers of Up-to-date Surgical and Pharmaceutical Plaisters of every variety

India-Rubber Combination Plaisters

Strengthening Capsicum and Belladonna of guaranteed B. P. and B. P. C. Strengths.

Surgeons' Rubber Adhesive on Metal Spools
Mustard Plaisters
Corn Plaister, Arnicated
Court Plaister, Perforated
} Equal to any in the Trade

Price List and Samples sent on application to

London Export Agents:

Mace & Haldane, Ltd.
94 Milton St., London, E.C.

Agent for Canada:

Thomas Gibbard
30 St. Francois Xavier St., Montreal

10 per cent. profit, and 22 per cent. will cover the cost of doing business, etc."

What does he get? He finds at the end of the month that he has sold the same amount of merchandise, but he has received only $897.60 for it. In other words, he hasn't made his $100 profit, but has actually paid out $2.40 more than he received.

Had the retailer's knowledge of percentage been more thorough he would have realized that while $320 was 32 per cent. of his sales of $1,000 it would be necessary to add 47 per cent. to the cost of his merchandise to get selling prices to total the desired $1,000.

Briefly, could it be argued with success that because $320 was 32 per cent of $1,000 it therefore was 32 per cent. of $680? But it is just there that the retailer fell down.

He has been guilty of two fallacies in his methods. In the first place, he has based the percentage of profit and cost of doing business on his volume of business, but applied these percentages to his cost price when it came to making new prices; and in the second place he is not trying to make any money on the amount of capital that pays the clerk to hand out the merchandise, as is the capital which it takes to pay the wholesaler for the merchandise, and a man should make money on both, because both are part of the service which his capital procures for the purchasing public.

How should he have protected himself in the matter?

Let us figure it out a moment.

Our dealer has found that his cost of doing business is 22 per cent. He wants a profit of 10 per cent.

We assume that 100 per cent is what he gets for the article. Therefore, we deduct the 32 per cent. from the 100 per cent. to find out what per cent. of the total price, the cost price is, because the cost price will be that portion of the 100 per cent which is left after deducting the percentage required to pay the cost of doing business and the profit. We find, therefore, 68 per cent. of any selling price, where the cost of doing business is 22 per cent. and the profit desired 10 per cent., represents what any article costs. Suppose the article cost $1. We divide 68 into $1 after adding two ciphers, and get $1.47 plus as a result. Let's prove it. If the man sells the article for $1.47 and is allowing 22 per cent. for cost of doing business, he gets 32 cents plus, for expenses. If he has figured on 10 per cent. of his business as profit, he finds that he gets 14-7-10 cents, or 15 cents profit. Deduct your 32 cents cost of doing business from your $1.47, and you have $1.15 Deduct 15 cents profit, and you have the $1.00 left.

So we have proven that it works.

And we propose to prove that this is the better way to handle the figuring of profit for a good many reasons.

Suppose a man wants to do it the "good old arithmetic way."

What does he have to do?

He has found out that 22 per cent. of the total amount of business that he has done represents the cost of doing business.

He figures that if he makes 10 per cent. on the amount of business he is doing, that he would be making a fair return on the amount of his capital invested.

He understands that he is getting his percentages on the amount of his business, but he wants to figure his profits on his cost price.

All right.

We find by referring to the "percentages of profit tables," which I will be glad to send anyone interested, that, in order to make 32 per cent. of the selling price to cover your cost of doing business, and to make a profit, you will have to add 47 per cent. to your cost price. (You see $1.47 comes in on an article that costs $1.) In short, it doesn't make any difference whether you figure on cost or selling price as a basis provided you understand that 10 per cent. profit of your gross business will not produce the profit when you use it as a profit to add to any given cost price.

A very simple illustration will suffice. Suppose your selling price of an article is $1. You know it costs you altogether 90 cents to get it into the hands of the customer. You say, that's 10 per cent. profit. But suppose another bill of goods comes in and you say to the clerk "mark it up 10 per cent." You mark it up 10 per cent. and it gives you 99 cents, doesn't it. It doesn't give you $1, does it?

But if you kept in front of you the fact that 10 per cent. of your selling price meant 11.11 per cent. of your cost price, then when the bill of goods came in you would mark it up 11.11 per cent. of the cost price, and the price would be 99 99-100 cents, which you would make $1.

After all, therefore, it comes down to the question of the policy of figuring profits on selling or cost price. We know, what I believe all our readers will admit, that we can get very sadly tangled up sometimes. I know from a pretty wide investigation that many a retailer is today figuring in the dark with a result that is unfortunate, because he does not keep the percentages of profit from his cost prices.

We know that it makes a very great deal of difference how you look at a thing. It is important that the average man should consider every part of his business carefully.

This is the day of scientific management.

This is the day when we are trying to consider

things from a practical standpoint. The advantages of figuring your percentage of profit on the selling price and not on the cost, are obvious, if we will consider them open mindedly and dispassionately, and leave the good, old arithmetic —for it is a "good old one"—and while being profoundly reverent of the ancient problems yet know how they work in our everyday lives.

Thus, because a problem is stated in one way doesn't mean that it can't be stated in another, and the last be a better way of stating it. The following reasons for handling profits on a basis of selling price, are paraphrased from Thomas A. Fernley's book "The Right Way to Figure Profits," which I shall be very glad to send to anyone who will read it :

1. The remuneration of salesman, for instance, is figured on a percentage of the selling price, and is not figured on the cost price. Therefore the selling price plan works in harmony with that.

2. The percentage of expense of doing business is based on the selling price.

If you talk and think of your percentage of profit on cost and your percentage of expense on selling price, nine cases out of ten, you will lose money before you get yourself untangled.

3. Because the mercantile and other taxes are invariably based on the percentage of gross sales. Therefore, it is important, if you are figuring in your mercantile and other taxes in your expenses, to figure them in the same way in which you are figuring your anticipated profits and making your selling prices.

4. Because the sales totals are always given in books of records. Cost totals are seldom if ever shown.

5. Because a profit must be provided for two items of capital. On the capital invested in merchandise and on the capital necessary for operating expenses and other expenses not properly chargeable to merchandise account. This is only possible by figuring a profit on the selling price.

6. Because it indicates correctly the amount of gross or net profit when the amount of sales is stated. If you are figuring your percentage of profits through the selling price, a statement of gross sales for the day or month, or year would be a pretty accurate indication of what you should expect in the way of profit. The percentage of profit on sales is indicative of result of a year's business—percentage of profit on stock is not.

7. Because allowances in percentages to customers for cash discounts and otherwise, are always from the selling price. Therefore, you can figure more accurately in taking your cash discounts into consideration if all your percentages are based in the same way.

8. Because no profit is made until the sale is actually effected.

9. Because by harmonizing your entire plan of figuring your percentages relative to profits in business, etc., with the entire plan on which your merchandising is harmoniously developing, you will not consider your selling price, percentage of profit and expense, etc., entirely different from anything else.

In closing I would like to call attention to a little thing that was written by one of the great merchants of this country, a man who, by the way, has probably been brought in contact with as many different retailers as any other man in business—Mr. W. D. Simmons, of the great Simmons' Hardware Company, of St. Louis. Mr. Simmons recently wrote an article for the "Hardware Reporter."

In this article he called attention to the one great difficulty with the retail business, that retailers' accounting did not account ; that in some of the fundamental methods of figuring they were incorrect ; that in too many cases their books of account did not show their expenses or their gross profits for comparative purposes, and if the testimony of the great firms of the public accountants were concentrated in one expression, it would be to the effect that more business goes wrong by poor accounting methods than poor salesmanship or buying methods. For this reason, this little problem is an important one and should not be entangled with personalities or the cheap blackguardism of those who would rather be witty than right.

I have endeavored to untangle this subject in a way that appeals to the experts to whom I have submitted the problem, for the good of the cause of right thinking and efficient accounting in retailing in which I am so vitally interested.

E. St. ELMO LEURS,
Second and Amsterdam Aves.,
Detroit, Mich.

GETTING THE MONEY.

An article recently appeared in The Liquid Dispenser, a small journal published by the Liquid Carbonic Co., in which Mr. Chas. E. Bowles, the author, offers sounh advice and gives a few good pointers to the soda fountain owners. He says in part :

What would you think of a merchant who gave a clerk one hundred yards of silk to sell at a dollar a yard, and when checking up the sales at night found that the clerk had disposed of all the silk, turned in seventy-five dollars in money and who never investigated what became of the silk that did not bring in the remaining twenty-five dollars ?

You would think that merchant was a candidate for early initiation into the bankruptcy courts, wouldn't you ?

THE POPULAR FLY CATCHER

Retails Two Coils for Five Cents

THE LATEST

FLY CATCHER

FLIBAN

Neat Clean Effective

Retails at Five Cents per Coil

BIGGEST VALUE ON THE MARKET

Write for Samples and Prices at once.

AGENTS

MacLaren Imperial Cheese Company Ltd.

Toronto and Montreal

Glaxo

A MILK FOOD

FOR

INFANTS and INVALIDS—

Three Sizes:

40c, 75c, $2.00

Per Tin

You will be interested in this food which is Strictly Price Protected, and which makes you friends among your customers.

Glaxo is fully endorsed by the leading dietetic authorities of the world.

Samples and Advertising Matter Sent upon Request

G. W. DAVEY and CO.,

Sole Canadian Agents and Distributors to the Trade.

25 Empress Bldg. Winnipeg

77 Adelaide St., W. Toronto.

FINE PHARMACEUTICAL PRODUCTS

TRADE MARK 'TABLOID' BRAND	TRADE MARK 'SOLOID' BRAND
TRADE MARK 'KEPLER' BRAND	TRADE MARK 'HAZELINE' BRAND
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TRADE MARK 'VALULE' BRAND	TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'VALOID' BRAND	TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are issued by

BURROUGHS WELLCOME & CO.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

BURROUGHS WELLCOME & CO., LONDON (ENG.)

MONTREAL: 101-109, Coristine Building

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Full stocks are also held at the following depots —

TORONTO, ONT.: W. J. A. & H. Carnahan

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VANCOUVER, B.C.: J. A. Teperman & Co.

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LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums

and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited

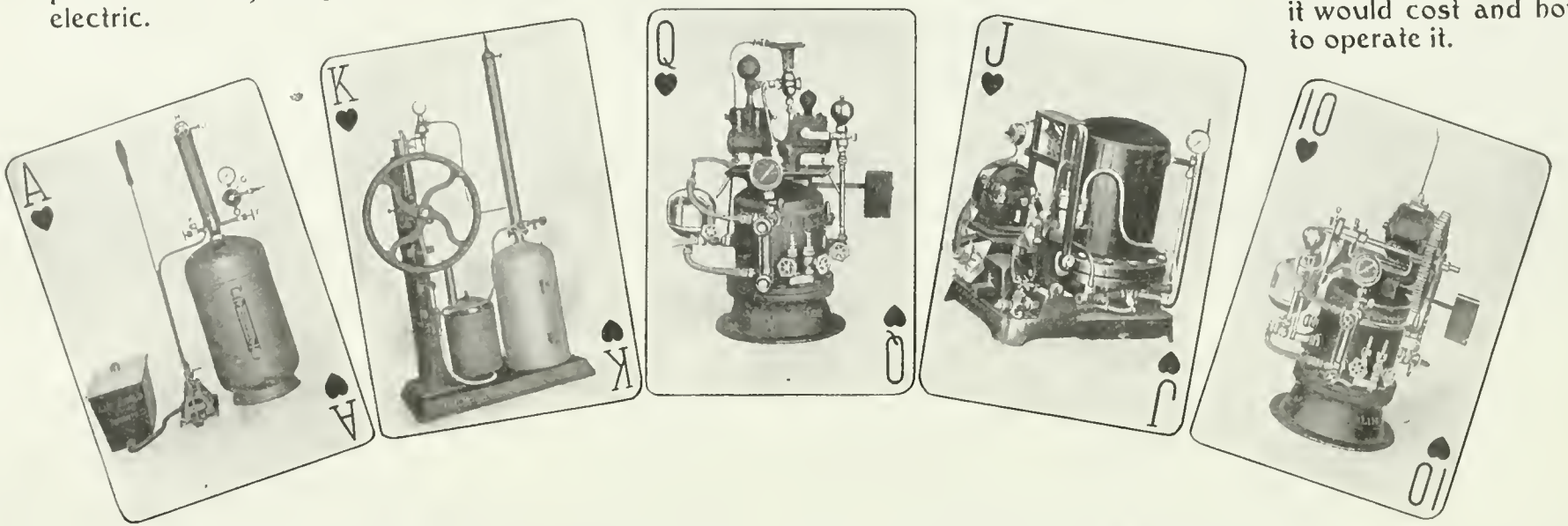
Montreal Chemical Works

1-15 Dalhousie St. - Montreal

A "Royal Fush" in Carbonators

IF You Will Tell Us
Whether your available power is hand, water or electric.

WE Will Tell You
Which machine would suit your purpose-what it would cost and how to operate it.



IMPOSSIBLE TO BEAT

J. J. McLAUGHLIN LIMITED

Toronto, - - Ontario

Manufacturers of

Soda Water Apparatus

Yet there are hundreds of owners of soda fountains who are to-day doing practically the same thing. They have spent hundreds, and many of them thousands of dollars for the soda fountain equipment. They have given thoughtful consideration for weeks and months to the type of fountain they should buy. They probably visited one or more soda fountain factories, and studied insulation, refrigeration, sanitation, and the dozen and one other things that are vital in fountain construction and operation. Then while the fountain of their dreams was becoming a real dream in marble and onyx, bronze and art glass, silver and dainty glassware, the problem of a menu was gone over carefully. Syrups, crushed fruits, ice creams, etc., each came in for serious consideration. Then finally the dispenser was hired, the fountain and equipment were turned over to him and—strangest of business policies—the owner stopped right there. He didn't hold his dispenser to a strict accounting and demand that he "get the money for the merchandise."

Like the merchant, he furnished enough merchandise to produce one hunded dollars worth of sales, but at night he found his merchandise gone and seventy-five dollars in his cash drawer and let it go at that.

TO STOP THE LEAKS.

It is with the intention of locating that twenty-five dollars that I have written a series of articles covering the field of soda fountain management from the standpoint of "getting the money out of the merchandise." In plain English you are in the soda fountain business to make money. The men from whom you purchased your fountain, supplies, etc., insisted that you pay them one hundred cents on the dollar for everything that you bought of them. Haven't you a right to expect the public to pay you one hundred cents on the dollar for everything they buy at your soda fountain? Certainly, and they expect to do so.

Manifestly, then, it is up to you, Mr. Soda Fountain Owner, to see to it that you get one hundred cents in your cash drawer for every dollar's worth of merchandise that goes over your counter, and the man to get that money is the man in charge of your fountain.

SYSTEM IMPERATIVE.

A system should be installed at every soda fountain that will enable the owner to know, with absolute certainty, that every gallon of ice cream, syrup, fruit, etc., brings in one hundred cents on the dollar, and if the owner is getting 90, 80 or 75 cents instead of the dollar to which he is entitled, that system should enable him to put his finger on the leak at once without having to wait six months or a year until the regular inventory time.

The closer you can get to the beginning of a leak the less money you will lose.

AN EFFICIENCY STANDARD.

The one item that in almost every fountain is the largest sales factor is ice cream. As a preliminary efficiency-test take your daily sales and daily consumption of ice cream, divide the daily sales by the number of gallons of ice cream used and see whether your daily average is $1.50, $2, $2.50, $3 or more.

Compile these daily averages for a week and your weekly average, then for a month and get the monthly average and finally determine the average for a year. Compare one week with another, one month with another, one season with another, etc., and your ideas on systematizing your soda fountain will quite probably broaden out.

Then call in your dispenser and with him go very thoroughly into the various factors that produce these averages and especially the variations in the averages and work with him in systematically and steadily pushing the average up to the point of 100 per cent. efficiency.

Most druggists know how much ice cream they buy, and how much cash they take in; and this knowledge seems to satisfy them; but we believe that if a system were started, such as suggested by Mr. Bowles, the result would be eminently satisfactory.

RHEUMATISM PHYLACOGEN: AN IMPORTANT NEW PRODUCT.

One of the most interesting biological preparations developed since the introduction of antitoxin is announced by Parke, Davis & Co. It is Rheumatism Phylacogen, a bacterial derivative originated by Dr. A. F. Schafer, of California.

The term "Phylacogen" is derived from two Greek words and means a generator or producer of phylaxins—defensive proteids developed in the blood of immunized animals. The new product has been thoroughly tested in many of the leading hospitals in the country, as well as by numerous specialists and general practitioners, and is said to have shown brilliant results in a large percentage of cases. It is supplied in 10-Cc. glass bulbs and is used hypodermatically.

Rheumatism Phylacogen is the first of a series of phylacogens originated by Dr. Schafer and about to be placed on the market. It is being extensively advertised in the medical journals, and is creating widespread interest among physicians. Pharmacists will do well to provide a few packages of the new product, for which there is certain to be a considerable demand.

CONFIDENCE

The "Frosst" label has earned a quality confidence among the physicians.

Because there are no grades of quality.

The Frosst label is a guarantee of standard quality, purity and accuracy of dosage.

The extent to which physicians specify "Frosst" shows that they have confidence in the "Frosst" label.

Keep your stock of Frosst's Pharmaceuticals complete.

When Ordering Specify "Frosst."

Charles E. Frosst & Co. **Montreal**

We want you to try the

New Torrey Honing Strop

We'll send you one absolutely Free—then you can tell your customers how good it is.

WE want you to know how good the New Torrey Honing Strop is. We want you to use one and know by actual experience the perfect shape in which it keeps a razor. Then you can tell your customers that you know the New Torrey Honing Strop is the best on the market—that you have tried it yourself and know what it can do.

Many dealers accepted this offer last season and have built up a good business in these wonderful strops. Now we want every dealer who hasn't already received one of our strops free to write us, direct to factory, for one at once. Tell us the name of your jobber and we'll send you a strop at once, absolutely free, except for duty.

We will also send you our new proposition to dealers. It is worth your serious consideration

WRITE FOR FREE STROP TO-DAY

J. R. TORREY & CO., Dept. F, Worcester, Mass.

Sole Canadian Representatives: HENDERSON & RICHARDSON

(Formerly J. A. HENDERSON, Board of Trade Building, MONTREAL.

A PRICE PROTECTIVE PLAN.

The special attorney of the N. A. R. D., Mr. Frank Freericks, has submitted a report dealing with the matter of price protection, and has devised a plan which he considers both "legal and efficient." We give his report as follows :

It is assumed in this connection that price protection in the sale of proprietary remedies is of enormous benefit to the manufacturers, wholesalers and retailers alike. In my judgment, we have passed the time when either of these classes can regard the situation with indifference, and I believe that manufacturers and wholesalers, as well as retailers, now fully realize the loss which comes to them either directly or indirectly because of the price demoralization, and this includes the retailer who may even now be fortunate in securing a fair profit on the sale of proprietaries, for the evil is spreading rapidly, and is bound to reach him.

Based upon this assumption, I cannot help to take for granted that all of the interested parties should be willing to bear some trouble and some expense in order to relieve the situation, and I am certain beyond doubt that no successful method can be devised which does not bring with it some trouble and some expense.

In considering the plan submitted it should be approached with a view of ascertaining whether the trouble and expense are out of proportion to the resulting benefit. In a study of the plan I respectfully urge that hasty conclusions be avoided, for I am inclined to believe that features which at first glance seem out of the question, will on deliberation not appear as a hindrance. In drafting the contract and coupon forms only the essentials have been aimed at, and it is understood that some details must be supplied to suit the case of different manufacturers. The following separate features appear to me as most important :

1. Distributing agents or wholesalers are required to make a deposit with the manufacturer The amount of this deposit should be measured by the volume of business which each particular distributing agent has been doing in the past with the goods of a given manufacturer during a period of one or two months. Such deposit contemplates that the distributing agent secures the goods at the lowest quantity price. While, therefore, the wholesaler is required to advance a certain cash sum, in order to be a distributing agent, this in effect will not be greatly different from the present method of buying goods at cash to secure the lowest discount, for the deposit entitles the wholesaler to secure a consignment of the manufacturer's goods, and when he accounts for these goods his commission will be such as when in the past he bought the goods at the lowest cash price. At the same time the distributing agent in turn will secure deposits from the local agents which will be fully equal to the deposits which he has been required to place with the manufacturers.

The distributing agent or wholesaler is not troubled with referring to any general list of agents, but simply confines this business to the agents which have been appointed through him. He is not required to keep any record cards, and does not need to concern himself with reference to serial numbers. The only duty imposed upon the distributing agent is to keep a separate book for all consignments made on account of the manufacturer, and bill all goods separately as consignments. The matter of taking and allowing commissions is one of detail which will work out without any difficulty. In short, so far as the distributing agent is concerned, the plan means to relieve him of all trouble other than the small amount of bookkeeping, which can readily be entrusted to an assistant bookkeeper, whose work possibly would not even be greatly increased.

2. Retailers are to be divided into three classes of local agents, depending on the volume of business which they have been in the past doing in the goods of a given manufacturer. During a period of one or two months they are to place with the distributing agent, who will appoint them as local agents, a deposit. It is understood, of course, that with reference to the deposit requirement the circumstances of each particular case will control. Assuming the case of a dollar preparation in fair demand, a class (a) local agent must make a deposit of $2, a class (b) local agent a deposit of $8, a class (c) local agent a deposit of $21. The respective classes of local agents will then be entitled to secure respectively a quarter dozen, a one dozen or a three dozen consignment of goods. When accounting for the goods they will in each case be entitled to a commission equivalent to the lowest cash price at which they might now buy such respective quantity. This method is not greatly different from the one now in use, and does not impose a hardship, since at present in most cases goods are paid for before they are sold, which is particularly true when quantities are purchased, and the lowest discounts received, and it must be kept in mind that the same discounts are intended under this plan in the way of commissions, so that there is extra compensation for the deposit. At the same time these deposits remain in the hands of the distributing agent with whom the local agent does business, so he is amply protected in its safekeeping and its return on termination of the agency, if there has been no violation of his agency agreement. The local agent is then further required to place in the hands of the manu-

facturer a record of the goods received by him on consignment. This he must do by removing the coupons which will be attached to each package, stamping thereon his name and address, and sending them to the manufacturer. Each coupon will bear serial number and thus the manufacturer will have a complete record of all goods in the hands of local agents. If the local agent does not send in his coupon he will receive no commission. If he does send in his coupons and has not violated his agreement he will receive his commission when he accounts for the consignment, after receiving a new consignment, or at certain stated intervals, as may be agreed upon, and as may be deemed best. He is entitled to a return of his deposit on termination of the agreement, if it has not been violated. If he does breach his agreement he loses his deposit, and must pay for all goods which he does not return at the full retail price. In addition to the three classes of local agents which are established through the distributing agent, the plan contemplates that distributing agents may supply dealers who are not accredited agents, with single packages at the full retail price, and then by means of the coupon, such dealer may separately agree with the manufacturer that he will hold such package as the property of the manufacturer, and that he will sell it to a consumer on account of the manufacturer for the full retail price in consideration of the commission to be allowed him. In such cases which is intended for dealers who cannot for any reason or another afford to take in at least a quarter dozen quantity, the commission is not to be paid until the package has been actually sold to a consumer. It will be noted that the extra burden imposed upon the retailer is simply that of removing the coupons, filling them out and sending them to the manufacturer.

3. The manufacturer under the plan will secure cash deposits much like he now receives cash when selling his goods on a cash basis. He must serially number all his goods, and must keep a complete record of coupons returned by all local agents, and based upon such coupons he must direct his distributing agents in the matter of allowing commissions. A card system will enable him to do this. It must be admitted that the largest part of the additional work will come to the manufacturer, and yet it will not be materially greater than the work which now must be done by the manufacturers who are operating under the serial number plan. It would possibly be best if the manufacturer furnished his distributing agent with books and bill-heads for making consignment entries and for entering deposits made by local agents. It is understood that details must vary to a slight degree, so as to be applicable to the business of a given manufacturer. Manufacturers introducing a new preparation should be willing to make consignments without deposit either from the distributing agent or from the local agent, and in such cases the system will work in a satisfactory way not greatly different from the present methods, under which new proprietary articles are first frequently introduced by placing them on consignment.

A considerable study of the explanation herein made, which already is longer than intended, and which still does not cover every question that may be raised, I believe is possible to fairly decide whether the plan is meritorious. It certainly contemplates true agency, and is legal under our present understanding of the law. If satisfactory and approved, I trust it will not be given the name of a firm or individual, because in a measure this might affect its adoption by others.

A NEW BOOK FOR THE DRUGGIST.

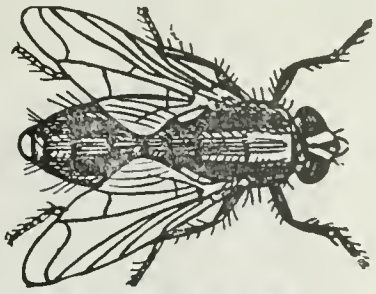
A new book recently published by the J.B. Lippincott Co., Philadelphia, under the title of "Treatise on Commercial Pharmacy," is worthy of every druggist's consideration. The book is well written by D. Chas. O'Connor, whose object is to give pharmacists some practical advice, by which they can reorganize their methods and put their business on a paying basis. The financing, planning and arranging of a pharmacist's business is dealt with at length. Perhaps the most helpful chapters for the retail druggists are those dealing with System, Economy, Salesmanship, Advertising, Window Display and Side Lines, in which the author has supplied information which has never been presented to the drug trade before.

WM. NEILSON, LIMITED.

Notwithstanding the collapse of a portion of their new building, business is going on as usual. They have started to build the part which had fallen, which will be completed in about two months. When finished, Wm. Neilson, Limited, will possess one of the most up-to-date and best equipped chocolate and confectionery plants in Canada. They have taken care of every order since the unfortunate occurrence, which fact reflects great credit on the Company.

Remember what you do to-day helps on what you do to-morrow. Your daily efforts are linked together and cannot be considered alone.

If you have done little and worked hard, you have done more than if you had accomplished more and worked less.



WILSON'S FLY PADS

This season's advertising will commence about June 15th.

WILSON'S FLY PADS are the most profitable well advertised goods sold by retail Druggists.

Archdale Wilson

Hamilton - Ontario

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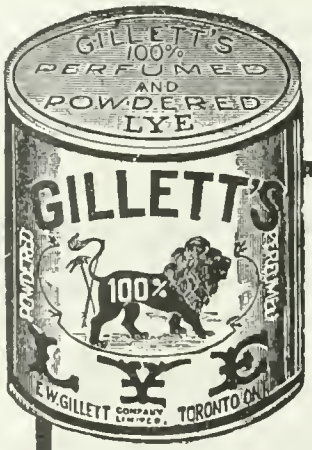

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(Chemically Pure.)

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL

ONTARIO COLLEGE OF PHARMACY

The following are the Examination Papers submitted at the Senior Examinations, May, 1912.

PHARMACY.

Examiner—F. R. Curry.

Time Allowed - - 2 Hours

1. Hydrous Wool Fat. Give official Latin title. State percentage of water it contains and what additional percentage can be incorporated with it. How would you determine the quantity of water present in a sample ?

2. Estimate the cost of one pound (Av.) of Dover's Powder with Powdered Opium at 80c. per oz.; Powdered Ipecacuanha Root at 35c. per oz. and Potassium Sulphate at 20c. per lb. Express in words and figures the approximate Metric equivalent of the quantity of Morphine fifteen grains of this powder represents.

3. Define the following (with examples) : Precipitation ; Exsiccation ; Clarification and Pulverization by Intervention.

4. Give the percentage of Mercury in (a) Blue Pill ; (b) Grey Powder ; (c) Mercury Ointment. What is the object of (a) Glycerin in Iodine Ointment ; (b) Potassium Carbonate in Potassium Iodide Ointment ; (c) Oleic Acid in Ointments containing Alkaloids.

5. Volatile Oils. Define, and state how they are generally obtain d anu how affected by exposure to air and light. How would you test a sample adulterated with a fixed Oil or Alcohol ?

6. Syrup of Ferrous Iodide. Describe process for making, noting any special points to be observed. State strength, specific gravity, and how it should be stored. What change in the appearance of the Syrup would indicate it was unfit for dispensing ?

7. Give B.P. official title and name ingredirnts entering into composition of the following : Yellow Wash, Chloric Ether, Paregoric, Friars' Balsam, Gregory's Powder and Basilicon Ointment.

8. Give characteristics of a model Pill Mass. Name suitable excipients for Pills containing : (a) Potassium Permanganate ; (b) Silver Nitrate ; (c) Creosote. Give reasons for using excipients selected. What substances are used for coating "Enteric Pills ?"

BOTANY.

Examiner—P. Bawden.

Time Allowed - - 2 Hours

1. Properly classify and describe : Cremocarp, Orange, Strawberry, Bean, Caryopsis, Pepo.

2. Give the general characters of Coniferae. Compare stem with stem of a Dicotyledon.

3. What is a Lichen ? Give general characters and mode of reproduction.

4. Write short notes on Cell Formation, Protoplasm, Plant Food.

5. Name the special forms of leaves and state purposes served in each case.

6. What is Vernation ? Name and describe the different kinds.

PRACTICAL CHEMISTRY.

Examiner—A. Moir.

Time Allowed - - 2 Hours

1. Determine acid and base present in Specimen A.

2. B is an insoluble compound containing one acid and one base. What are they ?

3. Make a complete analysis of the mixture C, ascertaining all the bases present.

All work must be neatly tabulated and important chemical equations given.

PRACTICAL PHARMACY.

Examiner—W. W. Gibson.

Time Allowed - - 3 Hours

1. Syrupus Ferri Phosphatis.

Iron Wire..... .....75 grains
Phosphoric Acid, conc.10 drs.
Simple Syrup..... .....14 oz.
Distilled Water..... ....Sufficient quantity.

Dilute the Concentrated Phosphoric Acid with an equal volume of water, and place in a small flask with the Iron Wire. Close the neck with Cotton Wool and heat gently until the Iron Wire is dissolved. When the solution is cold filter into the Syrup, and pass a sufficient quantity of distilled water through the filter to make the resulting product measure one pint.

Prepare and exhibit 2 ounces of the above syrup according to above directions.

8, Unguentum Terebinthinae.

Oil of Turpentine..... ..... 1 oz.
Resin (in coarse powder..54 grains
Yellow Wax..... .... ½ oz.
Prepared Lard..... ..... ½ oz.

Melt the ingredients together by the heat of a water bath. Remove the vessel and stir the mixture constantly while it cools.

The resulting product should be a perfectly smooth Ointment.

Prepare two ounces of the above and exhibit in a porcelain jar.

3. Liquor Plumbi Subacetatis.

Acetate of Lead..... ... ... 5 ounces
Oxide of lead (in powder) 3½ ounces
Distilled water..... .... 1 pint.

Boil the Acetate of Lead and the Oxide of Lead in the water for half an hour constantly stirring, then filter, and when the liquid is cold add to it more distilled water until the product measures 20 fluid ozs.

Prepare 2 ozs. of the above according to directions given and exhibit in a 2 oz. bottle.

4. Magnesii Sulphas Effervescens.

Magnesium Sulphate in Crystals 50 oz.
Sodium Bicarbonate..... ....46 oz.
Tartaric Acid in powder..... .....19 oz.
Citric Acid, in powder..... ....12½ oz.
Refined Sugar, in powder... ....10½ oz.

Dry the Magnesium Sulphate at about 130 degrees F. until it has lost about one-fourth its weight. Powder the product and mix with the refined sugar and then mix with the other ingredients. Place the mixture in a suitable pan and heat to about 200 degrees F. When the mixture by the aid of careful manipulation has assumed a granular form, dry it at a temperature not exceeding 130 degrees F.

Prepare according to above directions 1 oz. of this salt and exhibit in a W.M. Bottle.

DISPENSING.

Examiner—T. N. Sampson.

Time Allowed - - - Three Hours

N.B.—Candidates will dispense the following prescriptions with neatness, accuracy and dispatch, labelling and finishing the medicines as if designed for patients. The order and cleanliness with which the candidate does his work, as well as the condition in which the dispensing desk with its utensils is left will be rated.

Candidates will place the number, and where space permits, the psendonym assigned them, on label of each prescription dispensed.

1. R Magnes. Carb. lev..... 5
P. Carb. Lig..... 2
Menthol..... 1
Misce fiat pulvis et mitte tales decem.
Sig. Unum post cibum capiat.

2. R Olei Ricini..... ....dr.vi.
Olei Menthae Piperitae... .....m v
Pulv. Acaciae..... ....q. s.
Syrupi..... ....dr. ii
Aquam..... ....ad.oz.ii
Misce emulsio fiat.
Sig. dr.i ex. aq. t.i.d. p.r.n.

3. R Plumbi Acetatis..... 2
Pulv. Opii..... 3
Glycerin Glucosi..... ....q.s.
Fiant pilulae octo.
Sig. Capiat unam quarta quaque hora.

4. R Ext. Belladonnae..... ... ...gr. i
Ol. Theobromatis..... ..... scr. i
Fiat suppositorium mitte talia sex.
Sig. Utere ano omni nocte.

5. R Pulv. Zinci Oxidi..... ..... .15 p.c.
Adeptis Benzoati..... ....85 p.c.
Hujus unguenti mitte drachmas tres.
Sig. Semel in die adhibendum.

THEORERICAL CHEMISTRY.

Examiner—M.R. MacFarlane, Phm.B.

Time Allowed - - 2 Hours

1. You are furnished with Sulphate of Magnesia and all the necessary re-agents. How would you prepare (a) The Oxide, (b) The Hydraxide ; (c) The Chloride ; (d) The Heavy and light Carbonates ?

2. Sulphuric Acid. Give preparation, varieties, impurities, action on Carbon, Copper, Oxalic Acid, Sodium Thiosulphate.

3. Give an equation showing preparation of Phosphine ; Mercuric Chloride, Hydrogen Peroxide, Bismuth Subnitrate, Nitroglycerine, Orthophosphoric Acid.

4. Describe briefly the chemistry of Potassium, giving one method of preparation for six of its B. P. salts.

5. Write a short account of the Monobasic Acids.

6. Give fully the chemistry of Hydrobromic Acid, Ammonia, Ethyl Nitrite.

7. How many pounds of common salt are required to make 150 pounds of 31.5 per cent. Hydrochloric Acid. Na—23, Cl—35.5.

8, 9 and 10. Oral.

MATERIA MEDICA.

Examiner—J. S. Armitage, Phm.B.

Time Allowed - - - 2 Hours

Belladonna.

1. (a) What part or parts of the plant are official ?

(b) When should it be collected ?

(c) Give the habitat.

(d) Is it a standardized drug ?

(e) Give the percentage of Alkaloids in the following, and state from what part of plant each is obtained : Ext. Belladonna Alc.; Ext. Liq. Bellad.; Tinct. Belladonna.

(f) Medical properties ?

(g) Give antidotes, if any ?

2. Give the Latin name and Habitat of the drug from which each of the following is obtained : Pilocarpine ; Berberin ; Caffeine ; Codeine ; Emetine.

Oleum Ricini.

3. (a) From what obtained and how ?

(b) Natural order ?

(c) Habitat ?

(d) How should it be kept and why ?

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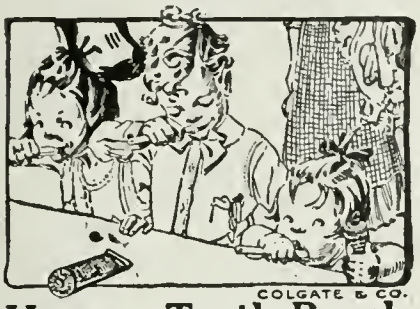

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RIBBON DENTAL CREAM
—and tooth brushes
to go with it
All other Toilet Necessities

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Spring is Here !

Spring brings with it enquiries for certain lines of goods.
Note the list below:

MILKING TUBES,
TEAT DILATORS AND BISTOURIES,
MILK FEVER OUTFITS,
HORSE and CATTLE INJECTION PUMPS,
HYPODERMIC SYRINGES,
TROCARS, CATHETERS,

A complete line of veterinary supplies always on hand.
We allow drug trade special discount on above line.

Look up your stock of Bath Mitts and Sponge Bags.

The J. Stevens & Son Co.
LIMITED

Druggist Sundries, Surgical Instruments,
Enamel Ware, Glass-ware,
Leather Goods, Surgical Gauzes,
Rubber Goods, Electrical Apparatus.

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In order that you may test the extraordinary qualities of

"SAPHO"
INSECTICIDE

we will send you on request a

FREE SAMPLE

with sprayer gratis.

The extraordinary sale of

SAPHO INSECTICIDE

in the Province of Quebec prove the work of a preparation which radically exterminates all insects. The summer season is the selling season.

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586 Henri Julien Ave., MONTREAL.

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Is now well known and is one of the mos popular ars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz	$ 5 35	5 Gross
¾ "	6 25	5 "
1 "	7 50	3 "
2 "	9 80	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

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T. C. WHEATON CO. — MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

Patterson's Candy

SPECIAL LINES which should be in every high-class drug store:

"Theatre Chocolates"
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"Chocolates Imperators"
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(in one-half and one pound packages)

"A Matter of Good Taste"

Write us for terms and proposition if we are not represented in your locality.

THE PATTERSON CANDY CO. TORONTO

Your Profit 100 per cent When You Sell

THE **KILLKORN** SAFETY **CORN SHAVER AND Callous Remover**

Price 50c

Money-back-guarantee Coupon with each Killkorn

This wonderful little invention for human necessity is indispensable in nearly every home.

Sells at Sight **Does the Work**
Brings more Orders
Makes Friends **Makes Big Profits**

In Leatherette case with 2 scientifically tested German Steel Blades

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ESSENTIAL OILS

GUARANTEED B.P., 1898.

Sandalwood, Cubebs, Lemon, Cloves, Lavender, Etc.

OLEO-RESINS - ESSENCES

CONCENTRATED PERFUMES

CHLOROFORM, B.P.

for ANAESTHESIA.

W. J. BUSH & CO.

LIMITED.

of London, England.

490 ST. PAUL ST. MONTREAL

122 WELLINGTON ST. W. TORONTO

WINNIPEG AND VANCOUVER

(e) State common impurities and give tests.

(f) Medical properties and dose?

(g) Official preparations?

4. Give the therapeutic action of each of the following drugs: Colocynthidis; Scillae; Eucalypti. Gummi.; Ergot; Cubeba; Buchu; Myrrh; Senega; Digitalis; Gelsemium.

Cinchona.

5. (a) Name the official varieties.

(b) Natural order.

(c) Habitat.

(d) Is it a standardized drug? If so, outline the process briefly.

(e) State the percentage of total Alkaloids in: Ext. Cinchona Liq. and Tincture Cinchona.

(f) What are its medical properties?

(g) Give the dose of Tr. Cinch. Co and Inf. Cinch. Acidum.

6. Name the common impurities of each of the following, and state how they may be detected: Adeps; Adeps Lanae; Asafoetida; Oleum Olivae; Oleum Menthae Piperitae.

Chamomile Flowers.

7. (a) Give botanical and geographical source.

(b) Natural order.

(c) Describe them.

(d) Give medical properties.

(e) Official preparations and doses?

8. From what are the following obtained and how? Paraffin; Cetaceum; Cera Flava; Camphora; Theobromatis Oleum.

9 and 10. Oral examination and recognition of specimens.

PHARMACEUTICAL ASSOCIATION OF MANITOBA.

RECTE ET SUAVITER

Major Examination, 1912.

Time, 2 hours. Examiner, E. Nesbitt

CHEMISTRY.

1. Define the following and where possible give examples: Homologous Series, substitution, inverse substitution, ketones, esters.

Give two equations illustrating the formation of esters from alcohols.

2. Briefly outline two important methods for the commercial production of Sodium Carbonate and write equations showing reactions.

3. Bismuth—Occurrence, preparation, physical and chemical properties, and test.

Write an equation descriptive of the action of Nitric Acid on Bismuth, and water on Bismuth Nitrate.

How would you distinguish between Calomel and Bismuth Subnitrate?

4. Explain briefly the preparation of the following, and give formula and test in each case: Acidum Tartaricum B.P., Acidum Citricum B.P., Potasii Tartras Acidus B. P., Soda Tartarata B.P.

5. Iron—Source, method of extraction from ore.

What is the chemical difference between cast iron, wrought iron and steel?

Name four compounds of Iron which may be formed by direct union of their elements.

How is Ferrous Sulphate prepared on the large scale?

Why does it become brown on exposure to air?

6. Why are Ammoniacal salts classed with those of Potassium and Sodium?

Mention sources of the Ammonium salts.

Write a short article descriptive of the analogies of Potassium, Sodium, and Ammonium and their compounds.

7. Enumerate the so-called group tests for the metals.

Give a general sketch of the method of analyzing a solution suspected to contain two or more salts of common metals.

PRACTICAL EXAMINATION.

1. Determination by volumetric methods of the strength of a solution of ferrous sulphate.

2. Identification of a salt.

3. Separation of three bases.

BOTANY.

Time, 2 hours. Examiner, E. Nesbitt

1. Explain the functions of the root. Describe some of the different forms of primary and secondary roots, giving examples.

2. Describe the anatomy of a leaf. Classify leaves as to venation. Give some account of special forms which leaves of plants assume.

3. What is the difference between roots and subterranean branches? Define rhizome, tuber, corm and bulb, and give an example of each.

4. Distinguish between definite and indefinite inflorescence, and briefly describe the chief kinds of indefinite, giving an example of each.

5. Of what does the food of plants consist? In what form is it found in the soil? How is it introduced into the plant?

6. Stamens and pistils are, from a morphological point of view, leaves. Fully explain the above passage.

7. Write notes on protoplasm, chlorophyll and starch.

8. State the distinctions between Exogens and Endogens.

PHARMACY.

Time, 2 hrs. Examiner, C.W. Campbell, Phm.B.

1. What are the sources of Alcohol, and how is it made?

2. Distinguish between Tincture and Spirits, also between Sediment and Precipitate as applied in Pharmacy, giving examples of each.

3. Outline briefly the process of assaying Opium, or Cinchona.

4. Define the terms: Water of Crystallization Efflorescence, Mother Liquor, Hygroscopic and Amorphous, and give one example to illustrate the meaning applied.

5. What is meant by clarification? Distinguish between this process and filtration, and give four methods of its application.

6. Describe the different methods of making emulsions, and name two natural substances which contain within themselves the essential elements in making an emulsion without the addition of an emulsifying agent. Give reasons for the incompatibility of many emulsions with alcoholic solutions. What is the most natural example of this class of preparations?

7. A druggist proposes exchanging five pints of Phenol S.G. 1.065, valued at 40 cents per pound, for five pints of Glycerine, S.G. 1.25, valued at 32 cents per pound. Does he gain or lose by the exchange, and how much?

8. What are the regulations under the new Drug and Opium Act governing the sale and dispensing of Cocaine, Morphine and Opium?

Note—Twenty marks allowed on oral examination.

PRACTICAL PHARMACY.

Time, 2 hrs. Examiner, C.W. Campbell, Phm.B.

Liquor Plumbi Subacetatis Fortis.

Lead Acetate..... ....5 ounces.
Lead Oxide, in powder..... .....3½ ounces.
Distilled Water..... ...A sufficient quantity.

Boil the Lead Acetate and the Lead Oxide in one thousand cubic centimetres of distilled water for half an hour, constantly stirring, and maintaining the volume of the liquid by occasional additions of distilled water; filter; when the liquid is cold, add sufficient distilled water to produce one pint.

1. Prepare and exhibit from the above formula 2 ounces properly labelled, bearing the synonym for this preparation and the quantities used in preparing the specimen submitted.

Unguentum Aquae Rosae.

Rose Water ....7 fl. ounces.
White Beeswax ....1½ "
Spermaceti..... ....1½ "
Almond Oil..... ....9 "
Oil of Rose..... ....8 Minims.

Melt together the White Beeswax, Spermaceti, and Almond Oil; pour the mixture into a warmed mortar, and add the Rose Water gradually with constant trituration; add the Oil of Rose; continue the trituration until cold.

2. Prepare and exhibit from the above formula 2 ounces properly labelled, bearing the synonym for this preparation and the quantities used in preparing the specimen submitted.

MATERIA MEDICA.

Time, 2 hours. Examiner, M. Westaway.

1. Glycerine. Give source, characteristics, specific gravity, uses in pharmacy and commerce, adulterants, and what common impurity is liable to be present.

2. Ipecacuanhae Radix. Give botanical history, habitat, and preparations into which it enters. What are the medicinal properties usually attributed to this drug?

3. (a) From what is Starch obtained? What is it, and how is it employed in Pharmacy?

(b) Compile a list of Sugars. State which ones are of chief value.

4. Give the B.P. standard requirements for: Liq. Extract Belladonna, Cinchona Bark, Gum Opium, Tr. Opii, Liq. Arsenicalis, Formaldehyde, Dover's Powder, Syrup Ferri, Iodide.

5. Define: Proximate Principle, Glucoside, Ferment, Synthetic Alkaloid, Stearopten, Galenical Preparation, Proprietary Medicine and Antitoxins.

6. What are the synonyms of the following: Taraxicum, Podophyllum, Terebinthinae, Haematoxylum, Cinchona Cort, Belladonna Digitalis, Rheum, Cascara Cort, Hydrard. Perchlor., Hydrarg. Chlor. Mit. Cupri. Sulph., Plumbi Acetate?

7. Name three drugs which have the action of an Hydragogue, an Emetic, a Diuretic, a Rubefacient, an Escharotic, a Febrifuge, a Mydriatic.

8. Oral.

PRESCRIPTIONS AND TOXICOLOGY.

Time, 2 hours. Examiner, M. Westaway.

1. Give incompatibilities of: Iron Salts, Opium, Hydrogen Peroxide, Pepsin, Alkaloids, Argent. Nit., Oxidizing Agents, Iodine, Acids, and Glycerine.

2. Translate into English the following Latin directions: (a) Cap. Cochl. ii magn. interenter post horam, si tussis accrevat. (b) M. et instilla gutt auri P.r.n. (c) Sum. pocul. bis. terve indies. (d) Capiat. Cochl. ii vel iii quart. horis.

3. Compare the Metric and Apothecary systems of weights and measures, and convert (approx.) the following into the Metric: 1 pint, 2 pounds, 1 scruple, 1 teaspoonful, 4 drams.

4. In case of an overdose of the following, what antidote would you administer or would be suitable? Explain forms of incompatibility encountered: Belladonna, Sulphuric Acid, Strych-

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Our Business Is to Build Your Business

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For Books, Stationery, etc. Display on outside, carries stock inside.

We do it by building Fixtures that afford you a larger and better display, and at the same time enable you to carry a larger stock on the same or less floor space. When you realize that one of our Cabinets occupying only 24 inches of floor space will carry as large a stock as you can place on a table 10 feet long, you can appreciate their value. The display is on the outside and the stock on the inside, where it is free from dust and dirt and yet can be reached in an instant's time.

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Write for Catalog.

The Gier & Dail Mfg. Co.
212 Grand St., Lansing, Mich.

No. 84 Lansing Carry-All Cabinet
Each Pocket holds 25 Magazines, total capacity 1,000.

nine, Arsenic, Iodine, Cupri. Sulph., Tartar Emetic, Chloral Hydrate.

5. Distinguish, in so far as pharmaceutical privileges are concerned, those enjoyed by: 1st, Registered Apprentice; 2nd, Certified Clerk; 3rd, Licentiate employed as manager or clerk; 4th, Licentiate engaged as employer. Having regard to the limit of liability of each in the handling of poisons.

6. Formulate B.P. dosage for:

(a) Pilocarpine, Camphor, Ac. Tannic, Glonoin, Hydrogen Peroxide, Iodine, Scammonium, Soda Phos., Soda Sulphis, Galbanum, Ferri Redact, Ferri Arsen., Oil Eucalytus, Ergotin.

(b) State method of arriving at dosage for a child 4 years old.

7. Criticize the following prescriptions:

R Hydrarg. Chlor. Cor..... ...grs ii.
Pot. Iodide..... ....dr. ii.
Syr. Rhei Arom..... .....oz. iv.
Elix. Cinchona..... .....ad oz. viii.
Sig.—dr. i., t.i.d.

R Tr. Nux Vom..... ....dr. iv.
Tr. Gentian Co..... ....oz. i.
Chloral Hydrate..... ....oz. i.
Aq. ad..... ....oz. vi.
Sig. dr. i at bedtime.

R Pot Iodide..... ....dr. iv.
Tr. Nux. Vom..... ....dr. ii.
Spts. Aether Nit..... ....oz. i.
Glycerine, ad..... ....oz. vi.
M. Sig. dr. ii.—q-2—h.

EXAMINATION RESULTS.

The Ontario College of Pharmacy has issued the following results of the May Examinations:

HONOR LIST—IN ORDER OF MERIT.

Sydney Stewart Dunn, Caster, Alberta; Ivan J. Warren, Dunnville; Theodore J. Loughrey, London; Wm. Weir, McGill, Guelph; Francis J. O'Leary, Orillia; Walter Ivan Mahler, Bothwell—Leonard V. Hourigan, Ottawa; Herbert Chas. Ham, Brantford; Joshua Herold Chapman, Holland Landing; William Frederick Westover, Aylmer, West; Andrew M. Jeffrey, Toronto; Allan Leo Law, Ingersoll, equal; Walter E. Roberts, Aylmer, West; Linton E. Douglass, Owen Sound; Reginald Francis Robb, Dunnville; Robert William Meikleham, Galt; Samuel S. Tripp, Arnprior; Harry G. Everett, Simcoe; Harold Merton Jack, Tilsonburg; J. Edwin Miller, Napanee, Robert E. Porter, Lindsay, equal; Ernest B. Walker, Glencoe; William Henry Woods, Kingston; Stanley K. Kairns, Petrolea, Thomas B. Newell, Paris, equal; Asa M. Findlay, Sarnia; Horace Porte Cosens, Medicine Hat, Alberta., James Hazel Thompson, Moose Jaw, Sask.; equal; Ellsworth O. Follis, Chesley; Edwin Jas. McKee, Dunnville; Claude Colbert Brady, Peterboro; Percival Francis Stewart, Toronto; Stephen Herbert Sadler, Parkhill, Edgar Hugh Winn, Hawkesville, equal; Frederick Car Weber, Toronto; Roy Vivian Pennington, Oshawa; Percy S. Spencer, Brantford.

THE PASS LIST.

Arthur Egbert Allred, Port Perry; Norman W. Allin, Bowmanville; Frank M. Burke, Mount Forest; C. E. Cairns, Woodstock; James A. Campbell, Mountsburg; Wm. Boyd Clark, Renfrew; Gordon M. Kay, Revelstoke, B. C.; Albert Maitland, Clearihue, Victoria, B. C.; Frank Lethbridge, Cole, Toronto; Robert M.G. Corbett, Smith's Falls; Kenneth B. Dalby, Vancouver, B. C.; Roy LeRiche Dalton, Mitchell; Manley Rufus Findlay, Sarnia; Harry Thomas Frankum, Acton; Edward Lawrence Fraser, Perth, Ontario; Frank N. Fraser, St. Thomas; Harold A. Garner, Hamilton; Lionel C. Gilmour, Moose Jaw, Sask.; Henry James Gleeson, Napanee; James C. Hayes, Toronto; Russell A. Harrington, Yorkton, Sask; Thomas George Heard, Durham; Harry Maitland Hinden, Regina, Sask.; Alvin B. Humphries, Melfort, Sask.; Carson V. Jeffers, Orangeville; William A. Kerr, Niagara Falls; James Joseph Killen, Lindsay; Errett King, Grand Valley; Seignior V. McArthur, Beeton; Donald T. McDonald, Creemore; Stanley McLagan, Sarnia; Leslie Allen Manuel, Chilliwack, B.C.; John Mitchell, Medicine Hat, Alta.; Richard Eldon Moir, Toronto; Ralph Benjamin Mousley, Bradford; Miss Mary Lamont Naismith, Staffordville; Fred Garnet Niebel, Norwood; John Gordon O'Brien, Forest; John Edwin Oliver, Westville, N.S.; T. Chelsea Ostrander, Moose Jaw, Sask.; Wilfred George Packham, Alliston; William Ralph Parks, Barrie; Edward Barton Paterson, Otterville; J. E. T. Peel, Toronto; Russell William Pollock, Seagrave; William Roy Rierdan, Belleville; Graham Hick Robinson, Goderich; William Sanderson, Wroxeter; Rensselaer Roy Saunders, Okotoks, Alta; Walter Ross Shaver, Dundas; William J. Stirrett, Port Arthur; Thomas C. Stokes, Toronto; Douglas M. Tait, St. Thomas; William A. Taylor, Uxbridge; Walter L. Thurtell, Ingersoll; Aldon Ray Vicary, Sarnia; Herbert Allen Walker, Yorkton, Sask; Angus Bucham Wallace, Orillia.

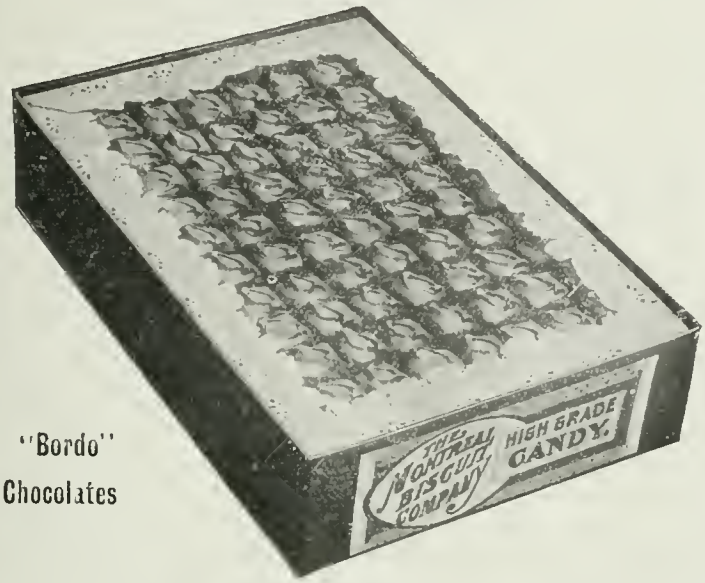
PASSED IN FIVE SUBJECTS.

William L. Edwards, Truro, N.S., (Dispensing, Prescriptions, Pharmacy, Practical Pharmacy and Materia Medica); Percy R. Jeffrey, Belleville, (Dispensing, Prescriptions, Pharmacy, Practical Pharmacy, Botany); Oliver M. Patterson, Meaford, (Prescriptions, Theoretical Chemistry, Pharmacy, Practical Pharmacy, Botany); Harry C Stirrett, Toronto, (Dispensing, Prescriptions, Theoretical Chemistry, Pharmacy, Materia Medica)

GOODS THAT DRAW TRADE

—VERSUS—

GOODS THAT DRIVE IT AWAY



"Bordo" Chocolates

That there are goods that draw trade, and goods that drive it away, no one will dispute. Nor will anyone dispute the fact that it does not pay to handle the goods that drive trade away and that it does pay to handle the goods that draw trade.

The question is, what properties must goods possess to draw trade, and what properties in goods have the opposite effect. That looks like a hard problem, but it isn't.

Inferior goods, no matter what the price, always drive trade away; while good goods—**goods of quality—draw trade.** Of course, you must be able to tell quality when you see it.

Now it doesn't take a microscope to find the quality in **"BORDO" Chocolates,** not by any means. The neat package itself denotes quality: the way it is put up denotes quality: the very appearance of the confection denotes quality: and the supreme—the final test: the unique flavor PROVES quality.

Live retailers—retailers who know that quality goods are the only goods worth handling, should handle "BORDO." It is like a strong magnet, it draws trade and profits. Try it and SEE.

Costs You

10c Packages	**85c doz.**	**1 lb. Boxes**	**4.00 doz.**
1-2 lb. Boxes	**$2.25 "**	**5 " "**	**.25c lb.**

Ask any Wholesale Druggist about "BORDO." If he Can't or Won't supply you, write to us and we will give you the name of one who will.

Ask for samples and particulars. **We do appreciate enquiries.**

The Montreal Biscuit Co.

Wholesale Confectioners MONTREAL

FOR PRICES OF

Surgical Dressings

APPLY TO

NEW CHARFORD MILLS, BIRMINGHAM.

Southall Bros. & Barclay, Ltd.
(Established 90 years.)
WHOLESALE ONLY.

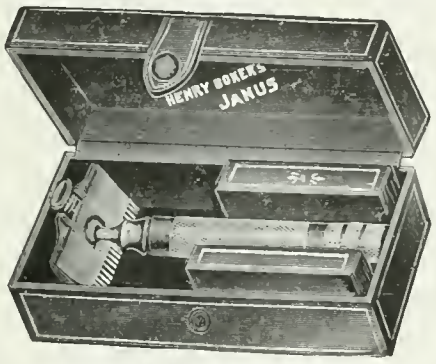
Agents for Canada—
MAC LEAN, BENN & NELSON, LTD

Manufacturers of
LINTS, ABSORBENT COTTONS & GAUZES at the MILLS, BIRMINGHAM and BROMSGROVE.

525, St. Paul Street, MONTREAL.

The Newest and Best Safety Razor

Henry Boker's "Janus"



Triple Silver-Plated Holders and Twelve Double-Edged Blades, These Blades can be stropped, which makes them last indefinitely. The "Janus" is the most wonderful little instrument ever devised for taking the beard noff the face. A angle movement releases or inserts the Blade. The holder is in one piece. There are no parts to adjust—nothing to learn. It is simplest in construction, easiest to clean. Once the blade is inserted in the holder, it is absolutely rigid. There is no vibration. No shaving instrument ever devised approaches it in any particular The steel used in "Janus" Blades is made by Boker's process, which is known the world over as the very best. We guarantee this Safety Razor to shave to perfectiorn

McGILL CUTLERY CO. Reg'd, New P.O. Box 580, Montreal

"VELVETINE"

Antiseptic Shaving Cream

The Modern, Up-to-date, Quick Way of Shaving

Velvetine Shaving Cream composed only of the very best material.

It eliminates the possibility of disease, such as Barbers' Itch, Etc.

Write for Our Special Offer of

$25 $50 $75 $100

The Dominion Soap Co., Limited

Hamilton, - Canada

PHARMACY IN GREAT BRITAIN

Select Committee in the Sale of Patent Medicines---Pharmacists and the Shops Act and National Sickness Scheme---T heTreatment of Tuberculosis---Reception Week at the Pharmaceutical Headquarters--- The Pereira Medal---The Reciprocity Basis Accepted in Australia---Annual Report of the Pharmageutical Society---Miscellaneous Items.

(From our London Correspondent.)

The April notes from London intended for our May issue, were lost with the other mails in the "Titanic" disaster. In order that readers may preserve the continuity of our London news service, we have arranged for the following notes to cover the period of the past two months.

The months of April and May have been full of interest in the pharmaceutical world, and those actively engaged in the affairs of pharmacy have had an unusually busy time. A Select Committee has been appointed to inquire into the sale of Secret Remedies; the National Insurance Act and the Shops Act—two measures which greatly affect the business of a chemist and druggist, continue to raise many intricate problems; the "Bloomsbury May Meetings" have taken place; and election of members of the Pharmaceutical Council is in full swing, and in other respects pharmacists have had no lack of topics to occupy their attention.

The appointment by the House of Commons of a Departmental Committee to consider the whole question of the sale of patent medicines and secret remedies is the result of a lengthy agitation on the part of the medical profession, and other interests affected. Without doubt the proceedings of this committee of members of Parliament will have an important bearing on the sale of the medicines and remedies concerned. It is computed that nearly three million pounds are spent in this country every year on these articles, and 30,000 persons besides chemists are licensed to sell patent medicines. Sir Henry Norman has been appointed chairman of the committee, and the members include Mr. W. S. Glyn-Jones, the Parliamentary Secretary of the Pharmaceutical Society. Newspapers which are naturally interested in the inquiries have several representatives on the committee which will have the power of ordering analyses. It is understood that the owners of proprietary articles have their case well prepared, and at this early juncture of the inquiry a statement has been issued by the owners of proprietary articles section of the London Chamber of Commerce, concerning "the agitation against patent proprietary medicines and foods." The committee have arranged to meet twice weekly for the next month or two.

London under the Shop Hours Act has made the metropolis a different city on at least one afternoon each week. The sight of whole rows of streets with the great majority of the shops closed from 1.30 p. m. on either Wednesday, Thursday, or Saturday, has struck many people as a most curious spectacle. Most of the trades affected have endeavored to bring about uniformity of closing, and in many centres the chemists of the town or district have resolved to apply for a compulsory closing order. The Home Office has agreed to chemists placing the following notice in their places of business: "This shop is closed for to-day except for the sale of medicines and medical and surgical appliances.

National Insurance Act matters are still coming first in any pharmaceutical discussions. A motion has been passed by the House of Commons that until the co-operation of the medical profession in the administration of the Act is secured, the measure will fail efficiently to provide medical benefit. Mr. Lloyd George appears to be confident that he will be able to win the support of the doctors in working the Act, but a very large section of the profession say they will not accept service unless the terms are more favorable financially to the doctors than they are at present. If the doctors do not decide to work the medical benefits of the measure, pharmacists who have reserved to them the dispensing of medicines and the supply of surgical requisites will probably lose all they have gained up to the present. Meanwhile a strong national committee of pharmacists has been appointed to watch the interests of chemists under the Act, advise the authorities in drawing up a tariff and scale of charges, and to act generally on behalf of members of the craft in any question arising out of administration of pharmaceutical service.

A Government Committee, which has been inquiring into the treatment of tuberculosis, has just issued an interim report. This authority takes the view that any scheme which is to form the basis of an attempt to deal with the problem of tuberculosis should be available for the whole community. The scheme recommended by the committee is intended to complete existing public health administration in respect of tuberculosis,

and is based on the establishment and equipment of two units related to the general work carried on by medical officers of health working in harmony with the general practitioners. Those are, the tuberculosis dispensary, or an equivalent staff, and the sanatoria, hospitals, etc., in which institutional treatement is given. It is recommended that an individual sanatorium should contain no less than 100 beds, and the cost is estimated on a liberal basis. As your readers are doubtless aware, the one reason more than any other which commends the Government's national sickness scheme to the public as a whole is the large amount of money to be set apart annually for the treatment of consumption.

Reception week is now amongst the recognized features of the pharmaceutical May meeting. The idea is that for one week in the year the premises of the Pharmaceutical Society shall be open to inspection by members of the Society in the provinces who cannot in the ordinary way make a call at the chemists' headquarters. During this week hundreds of pharmacists visit London, meet at 17 Bloomsbury Square, discuss matters with the Society's officers and permanent staff, look over any new department, and generally keep themselves in touch with what is going on. As an organization effort this plan has been found invaluable as it enables the members of the Society's Council to make the acquaintance of many pharmacists who do not attend meetings as a rule. The crowning effort of the week's gatherings is the official reception of the visitors by the President, Mr. C.B. Allen, at the Holborn Restaurant. This year's reception, held on May 8th, was attended by about six hundred persons, and an entertaining program was arranged for their enjoyment.

The Pereira Medal, which is awarded annually for high excellence in pharmacy, chemistry and materia medica, has this year been won by a student of the School of Pharmacy, Mr. Sydney H. Stroud, who is to be heartily congratulated on his success. Mr. H. A. Phillips, of Wolverhampton, takes the silver medal in the same competition, and Mr. Henry Strout, of Edinburgh, the bronze medal.

At least two Overseas Boards of Pharmacy have signified to the Colonial Office that they accept the proposals for reciprocity in pharmaceutical certificates without any reservation whatever. The two authorities referred to are the Pharmacy Boards of Queensland and Victoria, and a good deal of satisfaction has been expressed at their decision by chemists in England. It is stated that the terms of reciprocity are being considered by other pharmaceutical authorities, and that their replies may be expected in due course. It will be remembered that the Colonial Office undertook to transmit the reciprocity basis to the Overseas Boards of Pharmacy. The Canadian replies are awaited with interest. Seeing that two Boards have already been able to agree to the proposals there is a reasonable prospect of the reciprocity basis being widely adopted.

The seventy-first annual report of the Council of the Pharmaceutical Society has just been issued. It shows that at the end of December last the membership of the Society totalled 7,371, indicating an increase of 79 on the membership at the corresponding period of the previous year. The number of candidates for the qualifying examination came to 892, a decrease on the previous year of 135. Of those who presented themselves for examination, 436 were successful, or 48.87 per cent. Seventy-eight pharmacists took the Major, or Honors, examination—an increase over the figure for 1910. The number of cases of all sorts infringement of the Pharmacy Acts, which the Society's legal department was called upon to investigate, reached a total of 1,215, during 1911. In no case taken into Court was the Society unsuccessful. During the year the inspection of shops was continued, and 543 shops were visited for the first time, and over a thousand shops reinspected. Altogether since the commencement of the 1908 Pharmacy Act, no fewer than 9,000 inspections in England and Wales have been effected. In regard to Scotland, over one hundred inspections in Edinburgh and Leith have been made. The object of these visits is to see that the pharmacist's certificates are exhibited in the premises according to the new law.

A course of advanced lectures for pharmacists was inaugurated by Sir William Tilden, F.R.S., in London on April 25. These lectures were made possible by the grant of a sum of money given by Mr. Samuel W. Fairchild, whose name will doubtless be familiar to you as a distinguished American pharmacist. The arrangements for the lectures were made by Professor A. W. Crossley, F. R. S., of the School of Pharmacy, and the services of a number of well-known lecturers have been secured. Sir William Tilden delivered the first of the lectures on the subject of "The Terpenes and Essential Oils."

The Pharmaceutical Society of the Netherlands is sending out invitations to all the international and representative pharmaceutical authorities of the world to take part in the Eleventh International Congress of Pharmacy to be held at the Hague in 1913. The last Congress met at Brussels in 1910. Papers and subjects for discussion at the Congress are asked for.

There are no important changes in the drug and chemical markets. Quinine is the most interesting article just at present, the price having gone up very considerably. Little business is being done in opium, and prices are low. Santonin and glycerin are unchanged.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

RE THE VANCOUVER CONVENTION OF THE CANADIAN PHARMACEUTICAL ASSOC.

Dear Sir,— After considerable correspondence and several interviews with the railroads, the following rates are offered for parties attending the Vancouver convention. ...

1st. For a party of ten leaving any one point by the same train, the following rates prevail for first-class return tickets via C. P. R. both ways: Toronto, $61.95, Montreal, $72.72, St. John, $83.35. This ticket is good for forty-five days, and parties using it will have a choice of visiting Victoria, Seattle and Portland and returning via Crow's Nest Pass and the Upper Lakes. For the lake trip a charge of $9 extra is made for meals and stateroom.

2nd. Parties desiring to go via C.P.R. and return via any of the northern United States routes or vice versa can secure tickets from Toronto for $87.60, from Montreal, $100.50, from St. John and Halifax $120.95, and from Winnipeg $60. This route takes in Vancouver, Victoria, Seattle, Portland, Salt Lake City, Colorado Springs, Denver, Chicago and Detroit.

3rd. Parties desiring to take in the Southern California route can secure tickets from Toronto $102.60, from Montreal, $115.50, from St. John and Halifax $135.95, and from Winnipeg, $90. This route takes in the above points together with San Francisco and Los Angeles, New Orleans and Chicago.

STOP-OVER PRIVILEGES. With the party of ten if any stop-over privileges are desired in going, all the party must stop over. In returning individuals can take their choice of stop-overs on any of the routes indicated.

SLEEPING CARS. The standard sleeping-car rates from Toronto to Vancouver are, upper berth, $12.80, lower berth $16, drawing room, $56. From Montreal, upper berths $14.40, lower berth $15, drawing room $73.

The above rates will indicate to parties who contemplate the trip about the amount required for railroad transportation. Parties selecting either of the last routes can secure tickets from their home point of departure at the rates quoted. Where advantage is proposed to be taken of the party of ten, they must all start from one point.

It is most desirable that members and their friends contemplating attending the convention should go as one party, if possible starting from one central point. Therefore in purchasing tickets they should be made to read via some central point such as Toronto or Montreal, no matter what route is selected for the return. In so doing, special privileges and accommodations can be secured from the railroad, and the trip itself made a profitable "get together" occasion.

If you have decided to attend the convention, kindly instruct the Secretary as to the route you would prefer so that arrangements can be under way for the trip.

Yours sincerely,
G. E. GIBBARD, Secretary.

St. John, N.B., May 13, 1912.

Editor Canadian Druggist,
Toronto, Ont.

Dear Sir,—Would you kindly publish a formula for curing bacon, in your next issue?

Yours truly,
BURPEE E. BROWN.

We have no such formula. If any reader is in possession of one, we will publish in next issue, if sent in before June 20.—Editor.

SELF HELP IN PHOTOGRAPHY.

Under the above title a fascinating little booklet has just been issued by Burroughs, Wellcome & Co., containing much useful information on the art and even upon the science of the camera. The folly of doing one's photography vicariously is insisted upon and the simple and satisfactory methods of development, etc., which have been worked out by means of "Tabloid" Photographic Chemicals are graphically described. The tale of tank and all that it stands for is told once more, and told in a way which convinces the reader that not by observation only, but by calculation also, he may attain to well developed negatives. The problem of exposure, always a knotty one, is laid bare, and helps and hints on printing out paper, toning gaslight and bromide prints, getting warm tones by development and many other matters are scattered through the well illustrated pages.

A HANDSOME SHOW CARD.

We have just recently received a show card from the firm of Wellington & Ward, of Montreal, advertising their plates, papers and films. It is often said that a man is known by the goods he sells, and to a great extent this is true. We believe the above mentioned firm has gained such a reputation, not only for their photo supplies, but for the unusually high-class calendars and show cards which they frequently publish, the latest of which we have just received, and is worthy of a place in the best drug store.

"ARLINGTON"

Teething Rings
Eye Shields
Babys' Rattles
Soap Boxes
Dressing Combs
Fine Combs.

ALL **A1** VALUE

The Arlington Co., of Canada
LIMITED

East	Ont.	West
Duncan Bel, Montreal	John A. Chantler & Co., Toronto.	R J Quigley Winnipeg.

The Leading Line

Beecham's Pills

- Notice to the Trade -

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion, and the fact that Beecham's Pills are so well-known and valued by the residents who have come from the British Isles, the demand is rapidly increasing, and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price. The following firms are the Distributing Agents:

All Depots and Branches of the National Drug & Chemical Co. of Canada, Limited.
Messrs Lymans Limited., Montreal.
Messrs Lyman Bros. & Co., Limited, Toronto.
Messrs Martin Bole & Wynne Company, Winnipeg.

WHOLESALE PRICES:

Less than one dozen	$2 30 per dozen	less 5%
One dozen	2.20 " "	
Six dozen	2.10 " "	

Formulary

THE PRACTICAL PERFUMER.

By Charles E. Hires.

When making cologne, it is requisite to get the percentage of alcohol as low as possible, for, by so doing, the perfume is made more delicate; and the bulk is to be made up by using rose or orange-flower water. These may be gradually added so long as the cologne does not cloud. A good plan is to mix the oil with five-sixths of the alcohol, then add the water until the mixture becomes slightly turbid; add now the balance of the alcohol, which will make it resume its clear and proper appearance. Cologne should be kept in a cool, dark place; it improves very much by age.

German Cologne.

Select Oil of Lavender Flowers	2 oz.
Oil of Lemon	2 oz.
Oil of Bergamot	1 oz.
Oil of Cloves	1 dr.
Oil of Cinnamon	1 dr.
Oil of Sandal Wood	1 dr.
Tincture Orris Root	4 oz.
Alcohol	6½ pints
Rose Water	1½ pints

Mix the oils with five pints of alcohol and add the rose water gradually, then the balance of the alcohol, and agitate until it is thoroughly mixed, filter through one-half oz. magnesium carbonate until clear.

Philadelphia Cologne.

Oil of Orange	3 oz.
Oil of Bergamot	1 oz.
Oil of Neroli	2 dr.
Oil of Melissa	1 dr.
Oil of Patchouly	1 dr.
Tincture of Orris	2 oz.
Alcohol	7 pints
Orange-Flower Water	1 pint

Mix and filter through one-half oz. magnesium carbonate.

French Cologne.

Oil of Neroli (petale)	2 dr.
Oil of Rose	1 dr.
Oil of Lemon	2 oz.
Oil of Patchouly	2 dr.
Oil of Sandal Wood	2 dr.
Oil of Cloves	1 dr.
Oil of Musk	1 oz.
Oil of Caraway Seed	1 dr.
Alcohol	7 pints
Orange-Flower Water	to make 1 gal.

Filter through one-half ounce magnesium carbonate.

Lilac Cologne.

Oil of Lilac	2 oz.
Tincture of Orris	1 oz.
Alcohol	6 pints
Orange-Flower Water	to make 1 gal.

Mix and filter through one-half ounce magnesium carbonate.

Wild Flower Cologne.

Essence Ambergris	1 oz.
Extract of Jonquilla	2 oz.
Extract Tuberose	3 oz.
Extract of Violet	3 oz.
Oil of Orange	1 oz.
Oil of Neroli	1 dr.
Oil of Patchouly	½ oz.
Alcohol	6½ pints
Distilled Water	to make 1 gal.

Mix and filter through one-half ounce magnesium carbonate.

Patchouly Cologne.

Oil of Patchouly	1¼ oz.
Oil of Rose	2 dr.
Oil of Orange	1 dr.
Alcohol	7½ pints
Distilled Water	½ pint

Mix and filter through one-half ounce magnesium carbonate.

Cheap Cologne Water.

Angostura Tonka Beans, ground	2 oz.
Oil of Teaberry	1 oz.
Oil of Musk	1 oz.
Oil of Sandal Wood	1 dr.
Oil of Sassafras	1 dr.
Oil of Citronella	1 dr.
Oil of Orange	1 oz.
Spirit of Ammonia	3 oz.
Spirit of Camphor	1 oz.
Alcohol	1 pints
Water	to make 1 gal.

Rub the tonka bean up with magnesium carbonate, place in a filter; then dissolve the oils in 3 pints of alcohol and gradually add the water. When thoroughly mixed add the balance of the alcohol; mix thoroughly and filter through the tonka beans and magnesia; this should be bottled and corked tightly at once.

Lavender Water.

Oil of Lavender Flowers, Mt. Blanc	3 oz.
Oil of Civette Flowers	1 dr.
Oil of Orange	1 oz.
Oil of Musk	1 dr.
Alcohol	6½ pints
Rose Water	to make 1 gal.

Dissolve the oils first with the alcohol, then add rose water gradually, agitate until thoroughly mixed, then filter through one-half ounce magnesium carbonate.

Florida Water.

Oil Lemon.....1 oz.
Oil Bergamot.....2 oz.
Oil Orange.....1 oz.
Oil Ylang Ylang.....½ oz.
Oil Sandal Wood, E.I.....2 dr.
Oil Rose.....1 dr.
Oil Musk.....1 oz.
Alcohol.....7 pints
Distilled Water.....1 pint
Magnesium Carbonate.....1 oz.

Dissolve the oils first in six pints of alcohol. When thoroughly mixed add the water and agitate briskly, and add balance of alcohol; then rub the magnesia in a mortar, adding enough of the liquid to make it the consistency of cream; then pour into a filtering paper to filter.

Lilac Toilet Water.

Oil Lilac.....1 oz.
Oil Orris, Liquid.....1 dr.
Oil Orange.....1 oz.
Alcohol.....7 pints
Orange-Flower water.....1 pint
Magnesium Carbonate.....1 oz.

Dissolve the oils first with five pints of alcohol, then add the orange-flower water and when thoroughly mixed add the balance of the alcohol and filter through the magnesium carbonate in a filter.

HAIR TONICS.

Bay Rum.

Oil of Bay.....1 oz.
Alcohol.....6 pints
Distilled Water.....4 pints
Magnesium Carbonate.....1 oz.

Dissolve the oil of bay in 5 pints of alcohol, then add the water hot. Mix thoroughly and add the balance of alcohol. Filter through magnesia.

Arabian Hair Tonic.

Castor Oil.....3 pints
Alcohol.....5 pints
Oil of Bergamot.....¼ dr.
Oil of Orange.....2 dr.
Oil of Musk.....½ dr.
Alcoholic Tincture of Turmeric.....1 dr.

If a red color is desired, use alcoholic tincture of rhatany.

PREPARATIONS FOR THE TEETH.

Arabian Tooth Wash.

Powd. Gum Myrrh.....1 oz.
Powd. Alum.....1 oz.
Powd. Castile Soap.....1 oz.
Glycerin.....4 dr.
Alcohol.....12 oz.
Oil Teaberry.....½ dr.
Orange-flower Water.....1 pint

Mix the myrrh, soap, alum and camphor with 4 fl. oz. of the alcohol and place in a filtering paper. Then mix thoroughly the balance of the alcohol; oil teaberry, glycerine and orange-flower water; pour on the other ingredients and filter. That which comes through first pour back and filter until clear.

This is a most delightful and healthful wash for cleansing and preserving the gums of teeth.

Pearl Tooth Powder.

Powd. Orris Root.....2 oz.
Powd. Castile Soap.....1 oz.
Precipitated Chalk.....5 oz.
Powd. Gum Myrrh.....½ oz.
Powd. Rose Pink.....1 dr.

Mix perfume with one fl. dr. oil teaberry; rub through a fine hair sieve.

SKIN PREPARATIONS.

Toilet Face Powder.

Cornstarch.....4 lb.
Powd. Orris Root.....1 oz.
Rice Flower.....2 oz.
English Precipitated Chalk.....2 oz.
Extract Violet.....1 oz.
Rose Pink.....1 oz.

Mix thoroughly and put through a fine hair sieve.

Skin Lotion.

Glycerin.....4 oz.
Camphor.....½ oz.
Alum.....½ oz.
Sulphur.....1 oz.
Orange-Flower Water.....1½ pints
Extract Sweet Brier.....2 dr.
Magnesium Carbonate.....1 oz.

Rub the camphor, alum and sulphur in a mortar with a few drops of the extract until powdered fine; then rub in the magnesia and put in filtering paper; and filter the glycerin and orange flower water previously mixed through it.

This softens and whitens the skin. It removes and prevents roughness, relieves sunburn, insect bites and stings. Also a valuable wash for gentlemen after shaving.

French Fresh Cream.

White wax.....2 oz.
Spermaceti.....1 oz.
Cacao Butter.....1 oz.
Sweet Oil Almonds.....8 oz.

Mix together by a gentle heat in a glazed earthenware vessel. Perfume with 2 fl. dr. extract white rose, and stir until cool.

When cool put in glass or china boxes or jars.

This is valuable for softening and whitening the skin and to heal rough or chapped skin and lips.

TUCKETT'S CIGARETTES require no salesmanship—no argument—no "hot air"—no expensive premiums. They sell on their merits Customers accept them without hesitation or quibble because they know Tuckett's past reputation guarantees their present ability to make good If you need fresh stock, let us know.

Tuckett's Cigarettes

Three Varieties—Retail Prices Quoted
Tuckett's Special Turkish, 15c for 10
Tuckett's Club Virginias, 15c for 10
Tuckett's T & B, - 10c for 10

Keating's Powder Kills Moths

MOTHS WILL BE A PEST THIS SUMMER

Bright sunny weather, following a late, damp spring, always brings moths to destroy winter apparel and furs laid aside for the season. Air and thoroughly dry garments and furs, and sprinkle with Keating's Powder before putting them away. This gives absolute protection.

It will not injure furs or delicate fabrics

Sold by all Druggists
In Tins only: 10, 20, 35 cents

A post card will bring you "The Keating Book" Address P. O. Box No. 67, TORONTO, ONT. M3

Odorless
Stainless

The unfailing exterminator of every form of household insect.

C. F. BOEHRINGER & SOEHNE

MANNHEIM, WALDHOF

MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

Bottle Complete

Breast

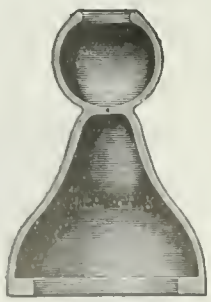
Cell

To the Druggists of Canada

We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Ball-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing We are making a special offer on the Ball-cup nipple until the 1st of January, 1912. Write us for prices.

THE HYGEIA NURSING BOTTLE CO.
1336 Main St., - Buffalo, N. Y.



Section of ball-cup nipple. The puncture in the nipple is at the bottom of the cup.

THE OLDEST THE BEST

ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

Mustard Plasters

"RUEFF"

renowned all over the world for 45 years, in any packing and of any grain at reasonable prices.

Just as reliable as the French Brands

INHALERS always ready for use, the carried in theo pocket.

FABRICK PHARMAC. & CHEM. PRAEPARATE

JULIUS RUEFF

PFUNGSTADT (Hessen) GERMANY

ESTABLISHED 1867

It goes without saying that no stock is complete without

Mrs. Winslow's Soothing Syrup for Children Teething

First introduced in 1849. It is now favorably known and sold all over the world.

THE GREAT ENGLISH REMEDY

ALWAYS CURE **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1.00 per box.

Canadian Agents: LYMANS Limited, Montreal

FOR OVER HALF A CENTURY

BROWN'S BRONCHIAL TROCHES

Have been recognized throughout the world as a staple remedy for hoarseness and coughs.

A preparation of simple medicinal substances held in general esteem in the treatment of throat affections caused by cold or exertion of the vocal organs.

The Troches are effective in disorders of the throat and larynx, and an invaluable aid to speakers and singers for allaying hoarseness and irritation of the throat

To sufferers from Lung Troubles, Bronchitis and Asthma, they afford great relief. Warranted free from opiates or anything harmful. In boxes only; never sold in bulk

BROWN'S BRONCHIAL TROCHES

Advertising matter sent free to Druggists upon request

John I. Brown & Son, Boston, Mass.

J. E. R & Co

Do you want Window Letters?

—WRITE—

J. E. RICHARDSON & CO.

147 Church St. Toronto, Ont.

THE BEE CELL FRENCH SUPPORTER

A BOON TO WOMANKIND

THE only collapsible, self-adjusting infallible Supporter in the world, made of purest and softest rubber. Having 6 faces or cups it renders misplacement absolutely impossible. This feature does not exist in any other supporter. Highly recommended by the medical profession

RETAIL PRICE, $2.00

Price to the Trade—$12 per doz. in ½ doz. lots, $10 per doz. in 1 doz. lots

Druggists: write for descriptive circular and special introductory proposition. Made in two sizes, large and medium. Accompanying illustration shows full size of Medium Supporter. This size is generally used. Guaranteed satisfactory or money refunded Address

THE BEE CELL COMPANY

524 C White Building - - - - BUFFALO, NEW YORK

SACHET POWDER.

Pond Lilly.

Powd. Vanilla (Deer Tongue Leaf)..8 oz.
Powd. Orris Root, Florentine... .....2 oz.
Powd. Rose Leaves, French..... .....4 oz.
Powd. Musk or Sumbul Root... .....4 oz.
Powd. Mexican Vanilla Bean..... .....4 oz.
Mix and add.
Oil Lavender..... ....1 dr.
Oil Patchouly..... ....1 dr.
Blend the whole thoroughly together.

Jockey Club.

Powd. Vanilla (Deer Tongue Leaf)—1 lb.
Powd. French Rose Leaf..... ....4 oz.
Powd. Orange Blossoms..... ....2 oz.
Powd. Vetiver Root..... ....2 oz.
Powd. Sandal Wood..... ... ...1 oz.
Powd. Orange Peel..... ....8 oz.
Powd. Cassia Flowers, French... .....1 oz.
Powd. Ambretta Seed..... ....1 oz.
Mix and add
Oil Civette..... ....1 dr.
Oil Opoponax..... ....½ dr.
Blend the whole thoroughly together.

New-Mown Hay.

Powd. Vanilla (Deer Tongue Leaf)...2 lb.
Powd. Angostura Tonka Beans... ....1 oz.
Powd. Patchouly Leaves..... .....½ lb.
Powd. Lavender Flowers..... .....1 lb.
Powd. Bergamot Peel..... ... .½ lb.
Powd. Rose Leaves..... ....1 oz.
Mix and add
Oil Rose Geranium..... ....1 dr.
Oil Neroli..... ....1 dr.
Blend the whole thoroughly together.

Heliotrope.

Powd. Vanilla (Deer Tongue Leaf)...2 lb.
Powd. Mexican Vanilla Bean..... ...2 oz.
Powd. French Rose Leaves..... .....1 oz.
Powd. Orange Blossoms..... ....1 oz.
Powd. Orange Peel..... ....2 lb.
Mix and add
Oil Rose..... ....½ dr.
Oil Lavender Flowers..... ....½ dr.
Blend the whole thoroughly together.

Jessamine.

Powd. Vanilla (Deer Tongue Leaf)...2 lb.
Powd. Musk or Sumbul Root..... ....1 oz.
Powd. Orange Flower..... ....1 oz.
Powd. Lavender Flowers..... ... .1 oz.
Cedar Wood..... ....8 oz.
Mix and add
Extract Jessamine..... ....2 oz.
Oil Rose..... ....1 dr.
Blend the whole thoroughly together.

THE ABOLISHMENT OF THE PRACTICE OF DISPENSING BY PHYSICIANS.

At a recent meeting of the American Medical Association a resolution was adopted denouncing the practice which has become so prevalent of physicians dispensing their own medicines.

A committee was appointed to report on this matter, and the following is the result. This has been sent by Prof. L. E. Sayre, Dean of the School of Pharmacy of the University of Kansas, who is Chairman of the Committee to the pharmacists in that State.

1. The conditions for dispensing medicines are unfair in this State.

What is a crime for you is a legitimate act for another.

3. The public is served unwittingly with two standards of medicine.

4. At the present time this state of affairs is entirely legal.

5. Will you not co-operate with us in requiring your competitors to come to your standard.

Please answer the enclosed questions on the enclosed card and register your vote for equality in justice and for the betterment of the standard of medicine.

1. Do physicians of your acquaintance dispense their own medicines?

2. Do they buy full standard preparations and drugs, or mainly proprietary remedies?

3. Are their goods inspected as in drug stores?

Note: That the public is served unwittingly by two standards is apparent to every one when the law fails to provide for an inspection of the physician's drug stock. It is true the physicians may invite such inspection, but it is our desire to know how many physicians voluntarily give such invitation.

4. From what houses do they buy?

5. What sized stocks do they carry?

6. To what extent are doctors selling drugs and medicines on a call not actually prescribed by them?

7. Would your doctors prefer to dispense or prescribe?

8. What steps would you advise for the betterment of the aforesaid conditions?

9. Are your doctors in favor or opposed to the standardization law?

10. How are the physicians and druggists observing the spirit of the anti-narcotic law? Is the complaint of the former abusing their rights, and of the latter, who are legally restricted, dispensing morphine, cocaine and narcotics to habitues, true?

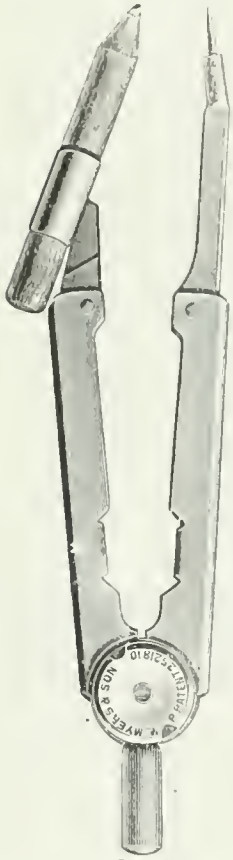
11. To what extent are drugs and medicines sold in your town by mail order houses and through clubs offering premiums?

12. Do other stores ever carry medicinal preparations of any kind? If so what kind?

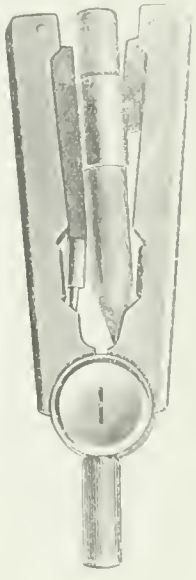
Fancy Goods and Stationery

FOLDING COMPASS.

A folding compass, which can be conveniently carried in the vest pocket, and which, when open for use is absolutely rigid, is one of the popular priced novelties for school opening, being shown by Buntin, Gillies & Company, Ltd., Hamilton.



OPEN



CLOSED

This compass, No. 185, is neatly finished in Japan and Nickle, and takes the standard size pocket book pencil of all the leading makes.

RAPHAEL TUCK & SONS CO., LIMITED.

It is is needless to dwell at length on the calendar and Christmas Card lines of Raphael Tuck & Sons Co., Ltd., for the trade from experience in past years is well aware of the high standard which the firm maintains and the line for the coming holiday season exceeds anything that has been offered before.

As usual there is a big variety of cut out folding drop calendars artistically designed and colored. Among the titles are "A Year of Melody," "Songs of Joy," "Sunny Hours," "God Is Love," and "Happy Days." A novelty this year is an easel back desk calendar with months printed on separate pieces of cardboard to be inserted and renewed each year. There are four designs.

The turnover calendars, which range in price from ten or fifteen cents to several dollars, include photogravures beautifully colored by hand, embossed lithographed fancy subjects of children, animals, landscapes, etc.; reproductions of masterpieces both in colors and black and white, a Whistler in black and white etching effect, reproducing some of his harbor and shipping sketches; Turner's Venetian scenes and Landseer's dogs; Dickens, Burns, Tennyson and Ruskin quotations, with appropriate illustrations; copies of old wood engravings and etchings; and reproductions of the sacred paintings of the Italian school, as well as landscapes, marines, still life and humorous subjects in endless variety.

Art mounts with pads attached are a feature, and one of the novelties is a row of dogs on a green mat which shows through a cut out black art paper mat. They are one of the hits of the season, but words cannot do them justice. To be appreciated they must be seen. Among the mechanical novelties, there is a cut out coaching scene of the early Victorian type with horses that move back and forth, and a cut out holly wreath with a robin in the center called "The Welcome Calendar."

The most original feature in the entire line is the series of eight cut out wooden novelties with pads attached, especially designed by Mabel L. Attwell, who makes irresistibly funny children and animals.

The block calendars with a quotation for every day are shown in about two dozen designs to retail at 25 cents and 35 cents. All the standard authors are represented and there are also miscellaneous and religious compilations. The house of Tuck has a strong line of pocket calendars, there being eight series with six designs in each. Among the decorations are Dickens characters, floral effects, Scotch plaids, Turner subjects, etc.

The Christmas and the New Year line of this firm includes cards to retail from 3 cents to $1, and every conceivable idea in the way of a design or scheme of decoration that is adaptable for the holiday season has been employed.

The line of Christmas letters alone includes about three hundred numbers, and of cards, folders and booklets there are more than one thousand different styles. Among the letters some are embossed and hand colored, others are die stamped, some are plate sunk with embossed em-

TANGLEFOOT

THE ORIGINAL FLY PAPER

has one-third more sticky compound than any other; hence is Best and Cheapest.

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE

has been such a success that we would like you to know what those who have taken it have to say. Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**

COURSE IN OPTICS

☞ **THE ANNUAL CLASS ROOM COURSE WILL COMMENCE MAY 10th, 1912** ☜

Do You Want the Best Value

OBTAINABLE IN

SPONGES and CHAMOIS

If so send us your orders or let us quote you prices.

SHAW & EVANS, Montreal

A. MAJOR
President

MAJOR'S CEMENT

MENDS CHINA AND GLASSWARE

When properly cemented will never separate

There is no other preparation "just as good" as Major's China Cement. It is made upon honor. It has been on the market for thirty-five years and when used according to directions, has always given satisfaction. It is sold on its merits and dealers handling it will find that the best advertisement is a satisfied customer.

D. Watson & Co., Agents, Montreal

"TELANIAN"

Note Paper

and

Envelopes

McFARLANE, SON & HODGSON, Limited

Wholesale Stationers

14 St. Alexander St. MONTREAL.

The Best Value For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

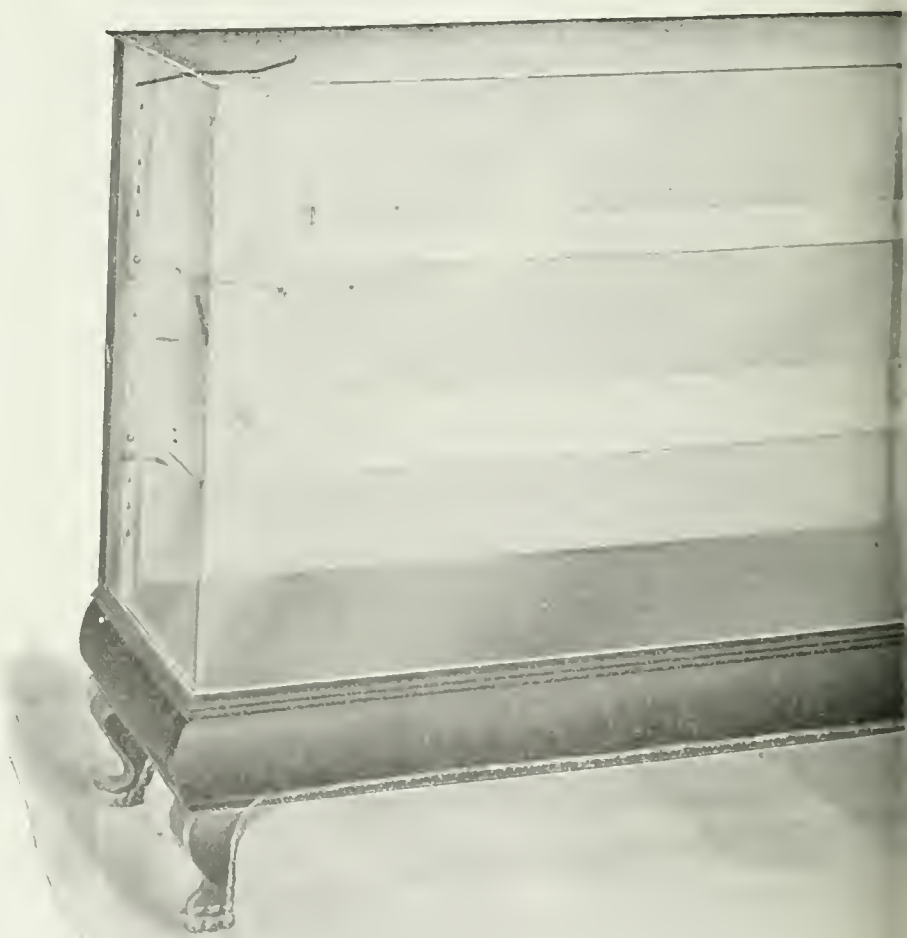
For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA

SHOW CASES ar

WE EMBODY NEW IDEA



Kent-McClain Limited

181-199 Carlaw Avenue - - Corn

SHOP FITTINGS

IN EVERY NEW OUTFIT

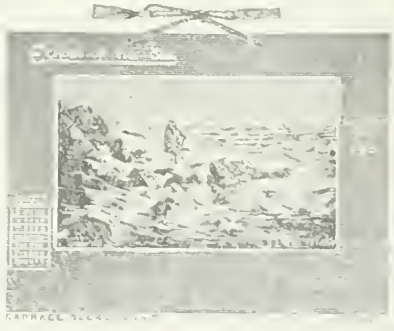
(Toronto Show Case Co.)

of Queen St. East, TORONTO.

blems on tinted stock and engraved script or old English text. Some are ornamented with artificial flowers, others with ribbons on which flowers have been painted. Some have the most formal styles of decoration, while still others are ornamented with medallion effect, landscapes and elaborately decorated texts or inscriptions. Masonic fraternity emblems are shown on several numbers, and there are also armorial designs and illuminated text effects. They all come with envelopes to match that are large enough to insert

without folding the letter. The majority of styles retail at 5 cents and 10 cents and dealers who wish a popular priced stock can make excellent selections, while those who want something more elaborate will also find their needs gratified.

The hopelessness of describing one thousand different Christmas cards is apparent, for each one is original, and it would be a wonderful vocabulary that could find a suitable phrase for each design. It is enough to say that from an artistic and literary viewpoint the requirements of the most critical judgment are met. The cards are thoroughly characteristic of the Christmas spirit, and the greetings and verses have been selected with care. Embossed and lithographed designs are shown in endless variety; there are air-brush effects on heavy paper stock and on parchment, celluloid is also used effectively in many novel ways and some of the hand



painted designs are really beautiful. Etching effects in black and white are a feature, and there are numerous cards decorated with hand colored photogravures. Humorous designs always sell well, and they have not been neglected in the Tuck line, the cleverest being the cats and dogs. Still life subjects are shown on many cards, and there are also timely objects such as airships,

boats, automobiles, etc. Quaint peasant figures have not been ignored, and the Dutch designs are sure to make a hit, but the entire line is so well designed that a buyer might almost select with his eyes closed and be sure his choice was good.

THE TRADE PAPER.

A few years ago the trade paper was an innovation. To-day it is a necessity. New conditions create new needs, and the trade paper is one. The merchant requires to know what others are doing, what goods are selling, and what are the latest ideas which are being put into practice by his live competitors. Even the town and village store, when conducted on right lines, is unable to get along without the trade journal, because the day of the catalogues has arrived, and the local merchant is forced to face competition in his own town from big city stores hundreds of miles away. To meet this successfully he wants to know the newest things, and the cheapest and quickest way is to read a trade paper.

GINGER SUNDAE.

Get a crock of preserved Canton ginger, remove from the syrup, and cut the ginger into small pieces about the size of a small marble. Place in fruit bowl on soda counter with sufficient of the ginger syrup that also comes in the crock to cover it. Over this pour a ladleful of the ginger. Cover with whipped cream and top with a piece of ginger. This makes a very delicious dainty. If preserved ginger cannot be obtained, use the candied ginger and ginger syrup from the fountain. Some dispensers like to use a few ground nuts, but the ginger and cream without mixture is preferabe—Confectioner's Journal.

Without work life would be purposeless and meaningless.

"JOY WALK" Corn Plaster

Sells for 10c

And contains four plasters, but is unlike other plasters from the fact that it removes the corn in one night instead of from three to six.

Price June 15th to 30th only, $1.00 less 33⅓%.

Never-leak Hot Water Bottle made of pure gum white rubber, carrying a guarantee of two years, a real bargain at $10.25 2-qt. and $11.75 3-qt.

Veno Star Hot Water Bottle a seamless red pure gum Hot Water Bottle, in an attractive display box, the only folded box on the market, fully guaranteed by a reliable firm, at $12.50 per dozen to June 30th only.

Sensation Hot Water Bottle made of red rubber and guaranteed for one year, price per dozen till June 30th only, $9.00 for 2-qt. and $10.50 for 3-qt.

Compare These Prices:

Slyptic Pencils, 1 dozen in box, all round, to June 30th only, $2.00 per gross.

Iodoform Gauze 10c, yard's
" " 10c, 6 yards
Price up to June 30th — $1.50 dozen. / $4.00 "

Sublimate Gauze
Boracic "
Carbolic "
yard's 90c dozen.
6 yards $2.50 "

MILLER'S NON-COLLAPSIBLE NIPPLES—$4.00 gross.

VERY SPECIAL WHITE FOUNTAIN SYRINGE, two pipes, till June 30th only, $4.50.

Full particulars of the standing of the Contestants in the Nobility Contest will appear in July issue

Dixon-Wilson, Limited

66 Spadina Avenue Toronto, Ont.

450

THE THERMOS BOTTLE.

One might well ask the question, "How did we manage before the Thermos bottle was invented?" since these bottles are now used for so many different purposes.

In the sick room Thermos is invaluable for keeping at hand ice-water, cracked ice, hot broth or other cold or hot liquids that are essential to the patient's comfort and welfare, as it enables the invalid to help himself to those necessities just when wanted, thus saving much extra work for the attendant. Thermos filled with cooling drinks or other needed cold or hot liquids and placed within reaching distance of the aged, paralytic or infirm saves them the embarrassment of frequent calls for help and does away with the unnecessary footsteps of those having them in charge.

Everybody who buys Thermos finds new uses for it.

In order to make it easy for dealers who are not already handling Thermos products, to get a share of this profitable business, without a large initial investment, the Thermos Bottle Co. have gotten out a cut of their display stand, as shown above, which will be sent direct to any part of U.S. or Canada, or delivered through your jobber.

Wherever there is a baby in the house there should be one or more Thermos bottles. Thermos keeps baby's milk cold, clean, germ and fly proof. Thermos is a portable refrigerator. Two Thermos bottles, one filled with chilled milk and the other with hot water (at feeding time reduce cold milk to proper mixture with hot water, thus bringing both milk and water to a proper feeding temperature,) save unnecessary footsteps for mother and loss of sleep for mother and child at night.

Thermos is the greatest convenience for keeping drinking water cold, or coffee, tea, cocoa or other beverages hot in the home. Thermos is a necessary part of the motorist's outfit. Thermos enables school children or men and women who carry their mid day meal to have a soup, tea or coffee or cold refreshing drinks with their meals. Thermos makes it possible for hunters, Fishermen and Campers to have hot drinks without fire and cold drinks without ice.

QUERIES FOR DRUGGISTS.

We have received the convening notice of the chairman of the committee of Papers and Queries of the Pennsylvania Pharmaceutical Association. This committee evidently is a very stirring one, and endeavors to bring out all the information possible on many different subjects which confront retail druggists. The circular gives a list of forty-three queries, which the chairman asks that papers may be written on to be read at the meeting of the Association to be held June 18th to 20th.

From amongst the list of queries we select the following which might prove of interest to our readers, and which no doubt will be helpful to them if expressions on them were printed. If any of our readers feel so inclined we would be glad to publish their replies to some of these queries.

How can the pharmacists secure the support of the medical men for desired legislation?

Is the N. A. R. D. propaganda work effective in this State?

How can the rank and file of pharmacists be interested in the P.P.A. and the A. Ph. A.?

How do you proceed to collect your overdue accounts.

Is the pharmacist warranted in stocking and

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Excise Drawback on Export Orders

ROBINSON'S ORIGINAL Concentrated Waters

Standardised to B. P., 1898

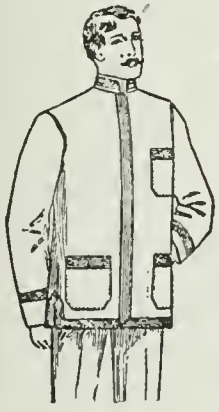
When diluted in the proportion of one part to forty parts of water at 60° temperature, they faithfully represent the Medicated Waters of the British Pharmacopœia. They are always of uniform strength, and will keep good any length of time in any climate.

Aqua Amygd. Amar Conc. (U.S.)	96c per lb	Aqua Feniculi Conc.	96c per lb
" Anethi. Concent	96c "	" Menth. Plp. Conc.	96c "
" Anisi, "	96c "	" " Ang "	$1 44 "
" Camphoræ, "	96c "	" " Virid "	96c "
" Carui, "	96c "	" Pimentæ " "	96c "
" Cinnam. Ver. Conc	$1.44 "	" Pulegii " "	96c "
" Cassiæ Conc.	96c "	" Rosmarini " "	96c "
" Flor Aurant	$2.04 "	" Rosæ " "	$2.04 "
" " Sambuci Conc.	2 04 "	" " Virgin.	2.52 "

The above may be had in ¼ lb., ½ lb. or 1 lb. Bottles and upwards through most of the Wholesale Drug Houses

SUPERIOR ORANGE WINE (Vin. Aurantii, B. P. 1898)

B. ROBINSON & CO. LIMITED
Distillers and Brewers of British Wines
PENDLETON, MANCHESTER.



"Every Coat we turn out a Winner"

Druggists' & Dispensers' Coats

Your personal appearance will be improved by wearing our made-to-measure coats thoroughly shrunk. We have a large variety of styles and strictly washable materials.

Cut shows Style No. 18, made from any material desired

Write for our swatch card showing styles, materials and prices, free upon request. We can fit you by mail very nicely.

Free Delivery in the United States and Canada

Address:
WEISSFELD BROTHERS
115 Nassau St, New York

Turn Into Money

Your slow and doubtful book accounts—Hand them to the Collection Dept. of THE MERCANTILE AGENCY

R. G. DUN & CO.
70 Bay Street

The Collection Service, which has been proved most satisfactory by all users of it is

Open to Reference Book Subscribers.

Subscription and Collection rates on application.

OVER SEVENTY YEARS RECORD OF EFFICIENCY.

A few of the advantages for the dealer who stocks.

Wonder Fly Killer

ASSURED SALES
ASSURED PROFITS
ASSURED SATISFACTION
ASSURED FLY DESTRUCTION
ASSURED DEMAND
ASSURED POPULARITY

For sale by all jobbers and wholesalers

WRITE FOR QUOTATIONS

Dominion Agent: Joseph R. Wilson, 204 Stair Building, TORONTO

featuring pure spices in competition with the grades handled by the grocery trade?

It is desired to have a symposium on Difficult Prescriptions met in Practice and how they are Compounded. Bring in your contribution.

Are trained nurses entitled to discounts on merchandise sold them? Why?

Purified Cotton, Paper Pulp, Purified Talc, etc., as filtering or clarifying media—their advantages and disadvantages.

What course do you pursue in determining whether or not to extend credit to persons who apply for it?

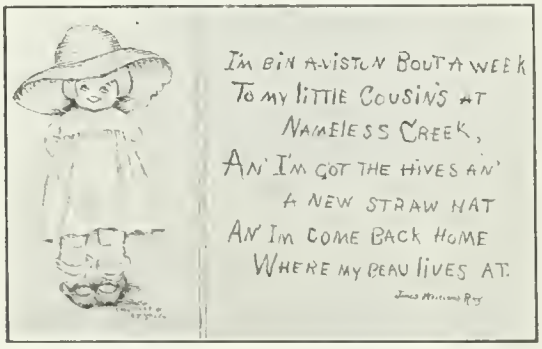
Inasmuch as a trusted employee necessarily becomes familiar with the inner facts of his employer's business, and becomes intimately acquainted with the patrons of the store, would it not be advisable for the employer to legally protect himself against the possible contingency of his employee becoming his active competitor?

Is Sodium Carbonate Monohydrate generally used by pharmacists? What knowledge have you regarding its permanence and stability?

What is the composition of the insoluble precipitate frequently seen in compound preparations of the hypophosphites?

What, if any, price should pharmacists charge physicians for the qualitative examination of urine samples?

What, if any, attention is paid to the expression "for technical use only" as found upon packages of official substances which do not comply with the U. S. P. requirements for a medicinal article?



"CHILD FEATURING" PICTURE POST CARDS AS SHOWN BY THE SUTCLIFFE CO., TORONTO.

What is the quality of gelatin commonly used and sold in drug stores?

Should the examination given applicants for registration as Qualified Assistants include practical work?

Is the product of the action of lactic ferment tablets (so-called Buttermilk Tablets) on milk a satisfactory substitute for the product obtained in the making of butter?

Inexpensive yet effective methods for the preservation of Vaccines, Antitoxins and other biologic products.

Fountain beverages which have proven popular with my trade.

What are the weak points in the curricula of colleges of pharmacy as shown by the character of the knowledge possessed by their graduates? What courses of instruction can be suggested which would make the students and graduates of more value as practical pharmacists?

Are the Bulletins on the Digest of Comments on the Pharmacopoeia of the United States of American (8th Rev.) and the National Formulary (3rd edition) of value to the retail pharmacists generally? If not, how can they be made so?

"CHILD FEATURING" PICTURE POST CARDS AS SHOWN BY THE SUTCLIFFE CO., TORONTO.

Describe the window trims that you have found particularly effective during the past year or so.

If you have used any particularly effective advertising devices during the year, will you not give your fellow members the benefit of your experience?

In your opinion would the parcels post be a real menace to the interests of the retail pharmacist, either in the large cities or the smaller towns? Why?

One worker says he has had trouble in keeping Unguentum Hydrargyri Nitratis, as made by the present U. S. P. process, globules of mercury separating after a time. Have you had a similar difficulty? If so, how do you account for it?

Poor work is for a day, while good work belongs to eternity.

A clean, vigorous, healthy life is a mighty good side line to carry.

Excellent work is based on understanding and guided by real effort.

A NEW CORRESPONDENCE SCHOOL.

We are informed by the Liquid Carbonic Company, Chicago, that they have founded a Correspondence School of scientific soda water dispensing to be called the Liquid Dispenser Scientific Soda Water School.

This school is to give instruction that is both scientific and practical. The lessons outlined are divided into six courses with an aggregate of 80 different lessons. The student who completes each course receives a certificate at the end of that course ; graduating from the whole six courses entitles him to a Diploma.

The first course, "Mixing-Dispensing" contains 25 lessons, and deals with the dispenser himself, his habits, personal appearance, attitude towards the customer, his self development, his duties and opportunities. Thorough instruction is given in the economic and sanitary operation of the Fountain and Carbonator, in the purchase and care of supplies, etc.

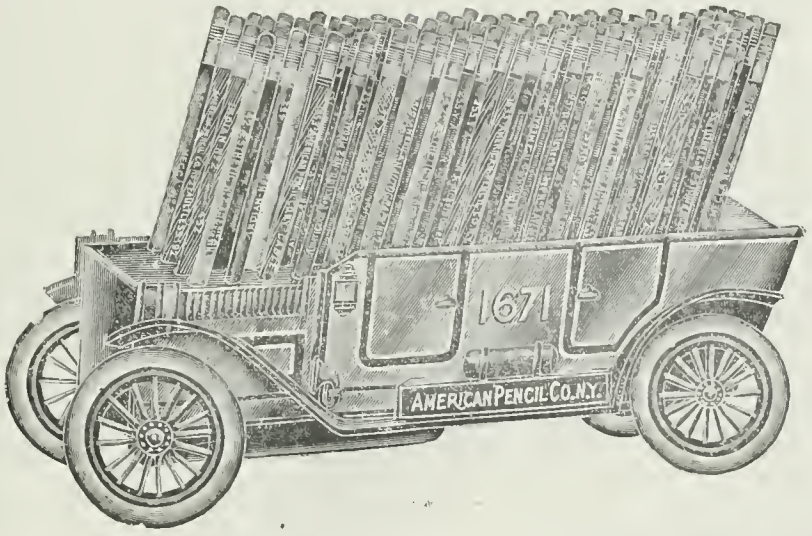
The Second Course of ten lessons is devoted wholly to "Ice Cream." It contained the boiled down essence of the best practice on the subject, so presented that a thorough student may become a practical manager of an Ice Cream manufacturing plant. It is equally useful to the man who buys his ice cream, in that it sets standards and gives methods of testing the quality and purity of ice cream as well as instruction for its proper handling and care, dispensing, etc.

The Third Course of ten lessons is the "Business Course." It comprises some intensely valuable instruction on the matter of the dollars and cents end of Soda Water Dispensing—how to make the most money out of a fountain and how to check the wastes and leaks. It gives forms for valuable records which, if kept by any dispenser, will greatly increase the profit per cent. of the fountain over which he presides.

The Fourth Course of ten lessons is the "Hot Soda-Luncheonette" Course. It goes into the details of equipment, management and operation of a complete department of this kind. Its instructions, if followed, will enable almost any soda fountain owner to increase his winter sales to a point where they average well up with those of the heated season.

The Fifth Course of ten lessons is the "Salesmanship Advertising" course. It tells how a Soda Water department can be advertised at low cost, gives specific instructions in Ad. building as well as samples of good ads.; also valuable instruction on the window trim and fountain trim, the preparation of the menu, etc.

The Sixth Course of fifteen lessons is more technical, and is known as the "Mechanical-Scientific" course. It goes into the science and mechanics of Soda Water from the ground up. While the subject is technical the language is such that any dispenser can understand it easily.



WARWICK BROS. & RUTTER'S PENCILS.

The whole six courses are written in a broad, practical and scientific spirit by men who are expert in their various lines.

These lessons are sold at a price which The Liquid Carbonic Company say will not quite cover actual cost, the purpose of the school being to supply a keenly felt need that has long existed throughout the industry for trained men who are competent to run a soda fountain in a business-like manner with scientific knowledge and with the right attitude toward their calling.

Most things learned in a hurry are not worth having.

The Soda Fountain

FRUIT MARSHMALLOW DRESSING.

No. 1.—Mix one-half pint of mixed crushed fruits with two pints of marshmallow or marshmallow cream dressing.

N. 2.—Mix eight ounces of mixed crushed fruits, eight ounces of whipping cream and enough marshmallow whip to make two pints, and whip together.

GINGER MARSHMALLOW DRESSING.

One of the most popular of ice creams in recent years has been the ginger ice cream, but never before has the dispenser been able to make a ginger dressing that was acceptable for serving on ice cream, although once in a while someone might call for a ginger sundae to be made with a regular ginger syrup. But the advent of the marshmallow dressing has made a delicious ginger dressing possible. Secure a jar of the imported preserved ginger and strain the syrup from the fruit and then run the fruit through the fruit chopper, using a fairly fine cutter, and return to the syrup. Add from four to six ounces of this syrup to a pint of marshmallow creme and mix thoroughly.

GRAPE MALLO CREME.

To twelve ounces of mallow creme add four ounces of fresh grape pulp, and whip together. This can be improved by the addition of a little cream before whipping.

MAPLE CREAM PECAN DRESSING.

Put three pints of cream into a porcelain lined kettle and add one pound of maple sugar, one-half pound of granulated sugar, and one pound of chopped pecan nut meats—not chopped too fine—and bring almost to a boil, stirring constantly to prevent burning, then remove from the fire and add five heaping spoonfulls of marshmallow whip. Do not allow this to actually boil or you may cause the cream to curdle.

MALLO NUT CREME DRESSING.

To twelve ounces of marshmallow creme add six ounces of cream and from four to six ounces of any desired chopped nut meats, and whip together.

MAPLE MALLO CARAMEL DRESSING.

To four ounces of maple caramel dressing add four ounces of sweet cream and eight ounces of mallo creme and whip together. If desired, shopped nuts may be added to this dressing.

MAPLE DRESSING.

No. 1.—Mix one part of Maple Syrup with two or three parts of marshmallow syrup, the quantity depending upon the strength of your maple syrup.

No. 2.—To a pint of maple syrup add from one to two pints of marshmallow creme dressing and whip together.

No. 3.—Maple Marshmallow syrup may also be prepared by flavoring the marshmallow dressing with a good maple flavor.

MAPLE PECAN DRESSING.

To each pint of any desired maple dressing, add two or three ounces of chopped pecan nut meats, and mix thoroughly. This process may be reversed and a small amount of the marshmallow creme added to any maple pecan dressing.

MAPLEINE WHIP DRESSING.

Mix together four ounces of mapleine, six ounces of cream and enough marshmallow, whip to make one pint, and whip until it is the consistency of whipped cream. This makes a delicious dressing, but it must be kept on ice and made fresh every day.

2.—White soap..... 5 ozs.
Water..... 5 ozs.
Make a solution and mix in well.
Prepared chalk..... 15 ozs.
3. Prepared chalk..... 8 ozs.
Red tripoli..... 1½ ozs.
White tripoli..... 3 ozs.
Rouge (dry)..... 3 ozs.
Water, q.s..... paste
1.—Hard soap..... 8 ozs.
Turpentine..... 1½ ozs.
Water..... 4 ozs.
Boil until perfect solution and add
Aqua ammonia..... 3 ozs.

CLOVER CREME DRESSING.

To three or four ounces of clover honey syrup (see formula for Marshmallow Honey Dressing), add four ounces of cream and enough marshmallow whip to make one pint and whip to the consistency of whipped cream. This is a dainty dressing for ice cream and may be colored for special occasions, and makes an excellent dessert. It may also be used as a sauce for puddings, etc.

CREAM WALNUT DRESSING.

Put three pints of cream into a porcelain lined pan and add one and one-half pounds of sugar and one pound of chopped walnut meats. Cook until it nearly reaches the boiling point, stirring constantly to prevent burning, then remove from the fire and add three or four tablespoons heap-

"STERLING"

MEDICATED
INVALID
PORT WINE

SEND FOR SAMPLE

Fruit Syrups and

Lime Fruit Juices

SPECIAL ATTENTION PAID TO THE DRUG TRADE

—: WRITE FOR OUR PRICE LIST :—

THE T. A. LYTLE CO. LIMITED

TORONTO CANADA

ing full of marshmallow whip or marshmallow creme, and whip. This makes an excellent dressing, and is a trade winner and not expensive. If kept in a cool place it will last a long time.

COFFEE MARSHMALLOW DRESSING

No. 1.—Mix one part of good coffee syrup with from one to two parts of marshmallow syrup, and mix thoroughly.

No. 2.—Mix two pints of marshmallow creme dressing with one pint of coffee syrup and whip together.

No. 3.—Whip together equal parts of coffee syrup and marshmallow whip. This gives a food consistency, but where a heavier dressing is desired use one-half pint of coffee syrup to a pint of the whip. The dispenser must use his judgment in the proportions to use in these dressings according to the way he is going to use them. These formulas are not iron clad rules, but rather suggestions to help him in preparing delicious dressings.

CREME DE MENTHE DRESSING.

To four ounces of creme de menthe or peppermint syrup add from twelve to sixteen ounces of marshmallow syrup and mix thoroughly. If not the desired shade, add a little green color. This will make a nice mint sundae and should be topped with a creme de minthe cherry.

CREME ROSE DRESSING.

Mix two or three ounces of rose water syrup, six ounces of cream and enough marshmallow whip to make one pint. Color a delicate pink and whip thoroughly.

COFFEE NUT DRESSING.

This can be prepared by mixing two or three ounces of chopped nut meats with a pint of any coffee marshmallow dressings. For whipping into heavier dressings, the result is better if the nuts are ground fine.

GINGER CREAM WHIP.

Add to from four to six ounces of ginger fruit syrup (see ginger marshmallow dressing), according to the flavor desired, four ounces of whipping cream and ten ounces of marshmallow whip, and whip until the dressing is about the consistency of whipped cream.

These ginger dressings will be found to be trade winners for the coming season, and will not be found expensive, as the dressing is very rich, and a little goes a long way. These dressings also add to the supplies available for fancy sundaes.

The following are a few formulas from a booklet issued by the Crown Cordial and Extract Company :

CREAM NECTAR.

To 2 quarts of sweet cream add 2 pounds of pulverized sugar, and stir until dissolved. Add 1 quart of orange syrup, 1 quart pineapple syrup, and a few drops vanilla extract. Color a pretty pink. Mix thoroughly and draw full 1½ oz. in a large soda glass with a fine and coarse stream.

CHERRY CELERY.

Draw 1 ounce cherry syrup into a phosphate glass. Add a dash diluted cherry extract from squirter bottle, a dash of phosphate, fill with solid soda, stir and serve.

PINEAPPLE BON BON.

Fill phosphate glass almost full of finely shaved ice. Add a ladleful of crushed pineapple from bowl on the counter. Place a spoonful of ice cream on top of all and serve with a spoon.

MATINEE DELIGHT.

Put a few slices of ripe banana in a sundae dish, over this a cone vanilla ice cream. Pour a spoonful crushed strawberry over this and top off with a little whipped cream. On top a cherry.

SPRING'S FANCY.

Place a cone of vanilla ice cream in sundae cup pour over this a spoonful of strawberry syrup, a teaspoonful whipped cream. Top off with four or five whole strawberries.

MELBA SUNDAE.

Place in a sundae cup a cone of ice cream, put a few slices peach on top, pour a spoonful raspberry syrup over all. If your raspberry is right you will find it the best seller.

CREAM GLACE.

Fill a sherbet glass with shaved ice, pour over it about 1 ounce of strawberry syrup, a dash of phosphate, a dash of bitters in a mineral glass, fill with solid soda, stir with a spoon, add a little shaved ice and serve with a straw.

CREAM PUFF.

Break a fresh egg into shaker, draw one ounce of orange syrup, add good-sized spoonful of ice cream (no ice used) and shake very thoroughly. Then, without straining, draw fine stream to fill shaker. Pour from shaker to glass, and top with grated nutmeg and serve with a straw.

Chocolate cream puff also very fine, made by using chocolate for flavor instead of orange.

CELERY MALT.

Draw 1 ounce of fruit malt syrup into a sherbet glass, add a dash of dilute celery extract from squirter bottle, a dash of phosphate, draw solid soda water, stir and serve. Some people like a little shaved ice with these phosphate drinks and served with a straw.

EGG PHOSPHATE.

Put some cracked ice into shaker ; break in a fresh egg, add 1 ounce of orange syrup and a dash of phosphate. Shake well and then strain into soda glass. Draw fine stream to fill the glass creamy, then pour back and forth a couple of times from glass to shaker and sprinkle with grated nutmeg and serve with a straw.

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

A Visit to The Factory of J. J. McLaughlin, Limited

The writer recently had the pleasure of visiting the factory of J. J. McLaughlin, Limited, Sherbourne St., Toronto, and was astounded at the magnitude of their premises. Whilst there are thousands of people in Canada to-day who patronize and appreciate the product of this firm, there surely can be only a few who are familiar with the tremendous output of soda fountains, accessories and supplies, fountain fruit juices, etc., of this firm.

After a minute inspection of the many departments one cannot help but arrive at the conclusion that the outstanding features in the manufacture of McLaughlin's soda fountains are: solidity in construction, superiority in design and

highest in quality, while in regard to the fountain fruits and juices, select ripe fruits only are used, and throughout the whole building there are unmistakable signs of absolute cleanliness.

GENERAL OFFICES.

On entering the building one is impressed with the business-like arrangement of the offices, the clerks and stenographers occupying the main office, while the President's, manager's and other private offices are arranged on the south side of the building.

SHOW ROOM.

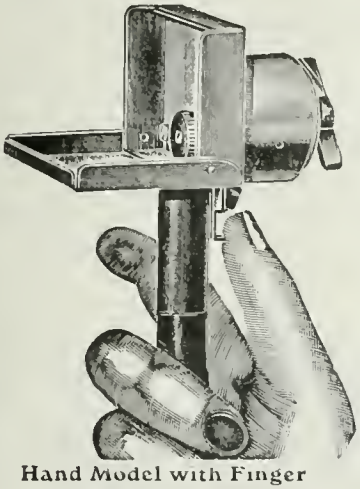
In the show room we are confronted with a magnificent display of soda fountains and counters, ice cream cabinets, etc., all of which are perfectly finished in every detail. A number of illustrations, which will give our readers a good idea of the various designs and finishes appeared in the March and April issues of this journal. In the same department a number of carbonators are to be seen, and these are made to suit any firm, large or small. There is the hand carbonator, a very simple and efficient machine with substantial iron standard and base. The Automatic Water Power Carbonator is equipped with a water power pump, which operates automatically, and starts or stops without any labor or attention whatever.

The Electric Automatic Carbonators are made in various designs and sizes. The starting and stopping of the pump is regulated by the amount of water pumped into the tank, while in other designs the automatic part is operated by the height of water in the carbonator body.

MACHINE SHOP.

In this department the lathes are kept busy all the year round in order to put in a stock of fountain parts, etc., before the rush season comes on. A number of Polar Ice Cream Freezers were in course of construction, and the writer was astonished at the thoroughness with which every part was manufactured. A number of soda cool-

Agfa Improved Flash Lamp



Hand Model with Finger Release

A New and Improved Model is now marketed in place of the old lamp with its uncertain safety matches. A spark giving metal has now been substituted which is absolutely unfailing and ready for use at a moment's notice. Many hundreds of sparks can be given without renewing the sparking metal, which, however, can be replaced after being worn out.

For Sale at all Photo Dealers.

Canadian Agents:

HUPFELD, LUDECKING & CO
1 and 3 St. Helen Street Montreal

Pepto-Mangan (Gude)
(Reg. U. S. & Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

Specially Suitable for the Canadian Climate

BEETHAM'S
La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Winds, Sun and Hard Water, and prevents Roughness, Redness, Irritation, Tan, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. It Will Keep the Skin in a Perfect condition all the year round.

It is a Perfect Protection to the Skin during All Summer Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England
(Through Any of the Wholesale Houses)

FELT PENNANTS

Good assortment of Colors and Designs

Write for prices

Also see our Post Cards, Booklets, Etc., Etc.

Our Xmas Booklets at $1.50, $10.00 and $20.00 are the best values in the trade. We are visiting every town in Canada with population of 800 or over. Be sure you see our collection before buying. It is the best.

Pugh Specialty Co., Limited.

Toronto, Canada.

Canada's Largest Picture Post Card House

SAL HEPATICA

REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
Large	" "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-281 Greene Ave.
Brooklyn New York

Canadian Agents
LYMANS, LIMITED, Montreal
THE LYMAN BROS. & CO., Limited, Toronto

GASTROGEN TABLETS

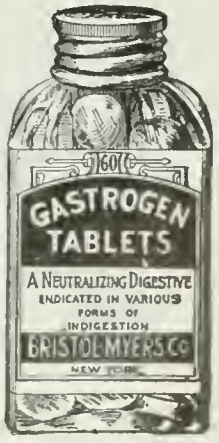
A Naturalizing Digestive

$4.00 per doz.

Through Jobbers

BRISTOL-MYERS CO.
277-281 GREENE AVE.
BROOKLYN - NEW YORK

CANADIAN AGENTS
LYMANS, LIMITED, Montreal



ers were also in course of construction. These are made of seemless drawn copper tubing, lined with pure sheet block tin. A special feature of these coolers is the hollow tube which gives a much greater cooling capacity than is found in other makes.

PLATING ROOM.

Here every part of a fountain is placed in the cleansing bath prior to plating, after which it is transferred to the burnishing room, where every separate part is burnished by hand. This is a special feature, inasmuch as each part is handled individually, thus coming directly under the eye of the expert burnisher.

WOOD-WORKING DEPARTMENT.

This department is under a separate roof, presumably for reasons of incurance, and in this building, which is four stories high, is seen the fountain wall cases, counters and interior fittings in process of construction, working their way up from the machine rooms to the bench rooms, and then on to the finishing rooms.

METAL DEPARTMENT.

There are ice boxes and ice boxes, and if our readers wish to see a genuine one made we would suggest a visit to McLaughlin's factory. They are lined with sheet cork for insulating purposes, tinned copper being used for inside lining, and heavy German Silver for workboard facings.

PAINT DEPARTMENT.

A splendid show of white enamelled coolers ready for the hot weather, when the demand for these coolers is expected to be larger than any previous year.

SODA FOUNTAIN SUPPLIES STOCK ROOM.

Thousands of glasses, holders, spoons, etc., are arranged and numbered in such a way that one is able to see every size and every design practically at the same time.

FITTINS DEPARTMENT

In this department the various fountain parts are assembled, and with each outgoing fountain or counter a number of men are sent to complete the work.

FITTINGS DEPARTMENT STOCK ROOM.

A stock room well filled with onyx columns,

Absolute Wholesomeness

Does it happen sometimes that somebody calls you to one side and tells you strange stories about there being "cocaine in Coca-Cola" or of the "deleterious drugs" in the same? You know, the village gossip style of tale—"I've heard." If all these stories—or any of them—were true, we'd be the greatest sinners in the Western Hemisphere; for we would be debauching millions of our fellow countrymen. Isn't it ridiculous? Honestly, looking at it analytically, isn't it a grim joke? Treat it as such.

Coca-Cola

TRADE MARK REGISTERED

does not have to depend on hearsay evidence or common gossip to prove its impregnable position as a truly wholesome beverage. We do not have to depend alone upon ordinary, disinterested observers even to maintain our stand; but we have court evidence, court depositions of world famous scientists and finally the decision in the trial at Chattanooga completely in our favor, as the sequel to the attack made on us under the pure food law. *All* agree that Coca-Cola is absolutely wholesome and even beneficial.

In order that your sale of Coca-Cola be not undertaken in the half-hearted manner *bound* to follow any suspicion as to its wholesomeness, we ask you to

Send for Free Book

"It Happened in Chattanooga." It consists of newspaper articles reporting the trial, reproduced exactly as they appeared during that famous court fight—which we won with flying colors and *complete* vindication.

Coca-Cola is made in Canada

Write for It—You'll be Interested

THE COCA-COLA COMPANY, . TORONTO, ONT.

3-D

electric fixtures and brass fittings, various patterns, water sprays and soda coolers, each one having been tested prior to storing.

FRUIT KITCHEN.

In this department one gets absolute proof of the purity of the fruits and juices put up in the McLaughlin factory. Selected cherries, imported from France and Italy, and sugar, the best granulated, are used. In the adjoining room a number of girls are employed permanently in pitting cherries.

FRUIT STOCK DEPARTMENT.

In this department are to be seen hundreds of boxes of the various fruits and juices, ready for shipping.

FRUIT CELLAR.

A large stock of fruit in jars, chiefly Maraschcno cherries, Canadian Cherries, Niagara Peeches, Strawberries and Raspberries.

SODA WATER FACTORY.

BOTTLING DEPARTMENT.

It would be safe to say that if more people could see the way in which each bottle is so thoroughly cleansed, the more people would drink McLaughlin Soda Waters; for it must be admitted that a large percentage of the community is somewhat looth to drink bottled goods. After the washing process the bottles are conveyed to the filling room where each bottle is filled and labelled with lightning speed, each machine doing its work with wonderful accuracy.

GINGER BEER DEPARTMENT.

where Ginger Beer is brewed in the old fashioned way.

EMPLOYEES' SMOKING ROOM.

A convenience which is much appreciated by the men, each man having a separate locker.

SYRUP ROOM.

in which the various flavors for bottled syrups are prepared.

EXPERIMENTING LABORATORY.

Dr. Kaufman, who is an expert, is in charge of this departmens, and also supervises the fruit department.

When one considers that about fifty horses and a large number of vehicles are in daily use delivering McLaughlin's goods, one is inclined to ask "where it all goes to."

The accompanying illustration will give our readers a fair idea of the size of McLaughlin's factory.

If people were compelled to say what they think they would think differently.

A KINDERGARTEN TEST CARD.

Dr. Wendell Reber, writing in the jou the American Medical Association, calls attention to the fact that while two of the elements of an eye test—namely, the amount of deviation and the refractive error, can be determined objectively, the third element, that of visual acuity, can be measured only by subjective methods, and where the patient is a child, the ordinary letters of the Snellen test card are of no use, because as a rule the child cannot read.

Dr. Reber has, therefore, devised a kindergarten distant chart here illustrated in which the letters are replaced with figures of animals, and other objects with which every little child is familiar.

KINDERGARTEN TEST CHART

To be sure, the visual angle cannot be accurately carried out with these figures, but nearly enough for all practical purposes; and with a little skill and tact in pointing the figures out and asking the necessary questions, the operator can ascertain, not only the degree of visual acuity, but also if any astigmatism be present.

"CHILD FEATURING" IN PICTURE POST CARDS AS SHOWN BY THE SUTCLIFFE CO., TORONTO.

THE

Canada Optical Manufacturing Co.,

—Limited

We are prepared to offer the best line of

Spectacle, Eye Glass Frames and Mounts

on the market.

Quality Unexcelled

And At

Advantageous Prices

Our factory is equipped with latest Dies and Machinery

Best of Skilled Mechanics Employed

If you have not already seen our line, send us a trial order

Our Perfect Comfort Cable is Admitted to be the Last Word
in Velvet Cable Temples. Send for Sample
and See for Yourself.

OUR TRADE MARK—"EXCELLO"—GUARANTEES
THE QUALITY

The Canada Optical Mfg. Co., Limited

7 Bleury Street :-: :-: :-: Montreal

ADVERTISE.

By J. C. G. W.

We hear from all sources of business helps, that advertising is the greatest means of increasing the output from our stores. What particular line will bring our name before the public and multiply our sales? A line that is fairly exclusive, absolutely satisfactory, and one reliable in every respect is essential. Therefore, no patent medicine is a safe proposition, as we find complaints no matter how meritorious the medicine sold may be.

Let us consider then our Side Lines. Candy, we cannot recommend to our "Dyspepsic Patrons." Cigars, we must admit, are sold exclusively to our gentlemen customers, and in most drug stores the lady patrons outnumber them beyond count. Magazines, Stationery, and Post Cards may be listed with them for much the same reasons.

Photographic Supplies, interesting as they are to people of all ages, enable us to secure the patronage of each member of a family, and are in a class by themselves. We have had experience with them as a Side Line, and it gives me great pleasure to enumerate some reasons to prove their worth.

"Advertise" is my title, and this is the thought I wish to convey to you readers, and how we find it profitable to carry Photographic Supplies.

The advertising matter supplied by Photographic Supply firms is usually of an elevating character, and is not given, as in other lines, with a gross of some one article. They distribute to us all Catalogues, Show Cards, Newspaper Cuts, and Booklets explaining the work.

Every Kodak and article used in connection with it is displayed with a suitable cut showing its desirable features. Simple and true are the directions given for the taking and finishing of a picture. Through all the well-written paragraphs is displayed the ease with which the work is done.

It is said, and justly so, that many forms of advertising do not bring results, but we have yet to learn of any Photographic Supply Agent failing to increase his sales by their aid. Now let us consider the Photographic Supplies from a mercenary standpoint.

For instance, the sale of a kodak gives 32 p.c. profit. This is not a mean percentage compared to our Patent Medicines, which in some instances are sold even at a loss. Supplies give us a profit of 10 to 40 per cent., and needless to say are more in demand than kodaks themselves. We also find that by carrying a well assorted stock of papers and films, etc., we have a steady trade throughout the year.

We do developing and printing in our store, and from the parcel boy up, can finish a picture with ease, and dispatch to the satisfaction of our customers. During the winter we have made quite a profit in taking groups at house-parties and concerts. The use of a good lamp enables us to work in the store without the use of a dark room.

The display we give to Photographic Supplies adds greatly to the appearance of our store, and the space is profitably occupied. We devote one window entirely to their display during the summer months, and every second week in winter a window is put in. The supplies are constantly on show in our store.

Time given to the study of Photography is spent advantageously by anyone in the store. We may never know too much, and by understanding the work ourselves we are more capable of following up the advertising already in our customer's mind.

A customer asking for a package of paper may be shown the Enlarging Camera, the Trimming Board together with the many other accessories. There are indeed few times that a salesman cannot induce his customers to buy more than he asked for.

The customer from the time of his first picture varies his trials and tests, soon becoming familiar with retouching, enlarging and redeveloping. While this is being found out, a few well placed suggestions from the clerk increase the sales and friends of the store.

We do not hesitate to recommend them as a paying "Side Line" to our brother druggists, who are not carrying them at present. Give them a trial and see what their advertising will do for your business.

YOUR SUBSCRIPTION.

The subscriptions of a number of our subscribers are past due, and a remittance promptly sent means one obligation less for the reader, and a saving in our bookkeeper's work, as well as justice done to the publishers. The subscriptions this year have come in well, and we thank those who have remitted for their promptness.

KENT-M'CLAIN AGAIN.

In making some recent improvements in his store at Medicine Hat, Alta., Mr. E. M. Cawker, has got into line with the other progressive druggists by installing the indispensable "Trianon" combination counter, show case and stock cabinet, made only by Kent-McClain, Ltd. (Toronto Show Case Co.)

A man speaks best through his work. It is fulfilment of a promise made.

BENGER'S Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food.

MANUFACTURERS BENGER'S FOOD, LTD. MANCHESTER ENG

Benger's Food is sold in tins and can be obtained through most Wholesale Druggists and Leading Drug Stores.

EVERY DRUGGIST SHOULD CARRY

-FAIRBANK'S SOAPS-

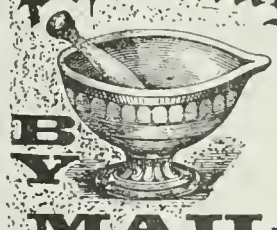
GLYCERINE TAR SOAP—for shampooing.
PUMMO SOAP—for the hands.
SANITARY (Carbolic) SOAP—for General use.

Because they are the best to be had, and show the dealer a margin of over 75% profit.

WRITE US FOR PRICES:

The N. K. FAIRBANK COMPANY
MONTREAL, CANADA

Pharmacy BY MAIL



Stay at home while you study Pharmacy. We teach you by mail. We give you the same instructions that you get at College.

Our course is adapted to the individual needs of Canadian students who contemplate a change into the States or take Pharmacy board examinations. Hundreds testify to the great value of our cours

Write for prospectus and particulars. Our terms are easy.

The Ohio Institute of Pharmacy, Columbus, Ohio

The Consolidated Fruit Jar Co.

New Brunswick, N. J.

—MANUFACTURERS OF—

Sprinkler Tops,
Talcum and Tooth Powder Tops,
AluminumCollapsibleDrinkingCups,
Collapsible Tubes, and
All kinds of cast metal goods.

Sole Manufrs. of Drummond Pat. Closed Tube

—— WRITE FOR PRICES ——

FLY TIME

Is close at hand. A good time to place orders for

Sweet Fly Poison Discs

Put up in neat wooden box containing 100 envelopes, 3 discs in an envelope, with Druggist's name printed thereon.

$2.00 PER BOX.

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - MONTREAL - WINNIPEG

THE COMMERCIAL MANUFACTURE OF PEROXIDE OF HYDROGEN.

From a chemical curiosity to a household article; from a little known substance found in a few laboratories to a commodity that stands in every family medicine-chest—this sums up the history of hydrogen peroxide in the past few decades. Although it was discovered in 1818, its valuable properties came to be generally recognized only in recent times, and not until in 1890 was it made official in the Seventh Revision of the U.S.P. At the present day, a product of very high quality is made by the thousands of gallons daily. A single department store in New York city sells nearly three-quarters of a ton each day during the summer. How this great demand arose, how chemical ingenuity has controlled the forces of decomposition that have caused experimenters to lose life and limb, until now even children ask for the "peroxide bottle" to wash cuts, scratches and insect bites—all the factors which have helped to develop the manufacture of this ideal antiseptic form pages in one of the most interesting chapters of industrial chemistry.

FROM THE CHEMIST'S VIEWPOINT.

Two facts in chemistry are known to all—two chemical formulas drop easily from the tongues of those who have never seen a chemical laboratory, nor heard a chemical lecture. "Water is H_2O, and peroxide is H_2O_2." But how many have ever stopped to connect these two ideas, and ask how it comes that substances so similar in composition are so widely different in character? To be sure, both are colorless liquids, in the pure state, but here the resemblance ceases. Pure water is a harmless, docile substance, that can be boiled without change, and subjected to unlimited rough treatment. Its effect on the body is scarcely greater than that of pure air. But pure hydrogen peroxide is nearly as docile as nitroglycerin. Several chemists have lost their lives in the endeavor to obtain it. Shattered apparatus and even wrecked laboratories mark the tremendous force of its explosions, giving evidence of the concentrated energy of the substance an energy which is enlisted for a more useful purpose when, in dilute solutions, peroxide of hydrogen destroys germs and prevents disease. Poured on the skin, the effects of even a three per cent. solution are known to all, and pure peroxide destroys tissues with great rapidity. The peculiar taste of the substance is also familiar and does not suggest any close relationship with water. Thus hydrogen peroxide, although composed of the same elements of water, differs from it in almost every other respect, especially so far as the chemical energy it possesses is concerned.

How the enormous forces come to be locked up in this molecule can best be seen by describing the reactions that lead to its formation. The starting point of all hydrogen peroxide of the present day is barium dioxide, or Peroxide, BaO_2 The reasons for selecting this particular compound will be discussed later. Peroxide of barium is in turn made from the barium oxide, BaO, by heating the latter to a rather high temperature in the air. The energy put into the oxide by the heat causes it to take up oxygen from the atmosphere forming the dioxide, which therefore contains more chemical energy than the oxide. Under the action of certain acids, barium dioxide exchanges its metallic atom, barium, for two hydrogen atoms, and the energy of the compound, or at least a great part of it, is transferred to the new substance, hydrogen peroxide. In this manner, heat, which must be traced to the sun, is transformed into another kind of force, which becomes attached to pure oxygen derived from the air. Water plus oxygen is not hydrogen dioxide: but water plus oxygen laden with chemical energy—active oxygen, as it is called—is the substance which we may call the modern antiseptic par excellence. And thus we can really ascribe the healing powers of peroxide to two sources that have long been known as mighty enemies of disease—sunlight and fresh air.

DISCOVERED NEARLY A CENTURY AGO

The first to obtain this concentrated essence of outdoors was the French chemist Thenard, who prepared dilute solutions of it in 1818 by the action of hydrochloric acid on barium peroxide. It is a remarkable fact that this reaction is practically the same as that used to-day. Hydrochloric acid is generally replaced by other acids, on the score of cheapness or for other reasons: but of the many methods which have been proposed for the commercial production of peroxide, none have reached fruition save those which are based on the decomposition of barium dioxide by an acid. A few years later the substance was prepared in nearly pure condition by Regnault. Later investigators have succeeded in isolating a material which to all intents and purposes is absolute hydrogen peroxide. Staedel subjected concentrated solutions to the action of a freezing mixture, which separated much of the water in the form of ice. The resulting mother liquor was again chilled, and finally yielded a crop of columnar crystals, consisting of pure peroxide. Another method consists in distilling aqueous solutions of peroxide under diminished pressure, whereby the strength of the distillate may be raised to 100 per cent. The application of this method has often been attended with disaster, owing to the capricious behaviour of the substance. Minute quantities of impurities have occasioned frightful explosions, experiments conducted under conditions apparently the same as

You Have Tried Others

NOW TRY

THE IMPERIAL SERIES OF SCHOOL SUPPLIES

With suitable cover designs, specially drawn for scholars of all ages, and printed in rich colors.

With paper made for all kinds of school work.

With full value for the money.

They Cannot be Surpassed

Be Sure You See Them

Warwick Bros. & Rutter Limited

MANUFACTURING STATIONERS

Toronto - - - - - - - - Ontario

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited
TORONTO, CANADA

HORLICK'S MALTED MILK
At All Seasons of the Year

A Sustaining and Invigorating Food-Drink that nourishes and stimulates.

Horlick's Malted Milk

For the Spring Opening of the Fountain, attractive advertising material will be sent, free and prepaid, upon request.

Horlick's Malted Milk Co.
RACINE, WIS., U.S.A. SLOUGH, BUCKS., ENG.

GILMOUR BROS. & CO.
Sole Agents for Canada
25 St. Peter St. Montreal, P.Q.

The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

PROFITABLE SIDE LINES

SEND FOR OUR 800 PAGE CATALOGUE

The OSKAMP-NOLTING Co.
411-413-415 Elm St.
CINCINNATI, OHIO

Make Money Selling
the strongest line of the most palatable and effective Lozenges, and well known to the public.

London Hospital Throat Lozenges
(Formulæ of Sir Morrell Mackenzie)
English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per jar 90c.) In lots of 16 jars, $12 80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

English Peppermint Lozenges
Ex. Strong Wintergreen Lozenges
Pine Tree Tar Gum Drops
English Mint and Licorice Jujubes
Licorice Gum Drops
Lemon Gum Drops

Put up in 5c packages.
When ordering from your Jobber be sure to specify Roworth's.
Guaranteed under the Pure Food and Drugs Act. Serial number 1023.

The Roworth Mfg. Co., 85 Maiden Lane, New York
Write for Price List. F. O. B., N.Y. Strictly Pure
These goods can be had from any of your jobbers

those which brought success in one instance, resulting in a sudden decomposition of the whole mass of material into water and oxygen gas.

Pure hydrogen peroxide is a thick, clear, colorless liquid, with a specific gravity of 1.4996, and boiling at 69 degrees under a pressure of 26 millimeters. In thick layers it is blue, just as pure water is, except that the color of the peroxide is of a deeper shade. It is rather stable at ordinary temperatures, but often explodes when heated above 60 degrees. Organic matter is oxidized so rapidly that flame is frequently produced. Finely divided metals also cause violent decomposition, while particles of dust from the air have been known to produce the same effect When subjected to a low temperature the peroxide forms crystals which resemble ice.

THE COMMERCIAL SOLUTION.

Needless to say, this dangerous substance is not a commercial product. Hydrogen peroxide, in the ordinary meaning of the term, is an aqueous solution of the compound H_2O_2, of varying strength, and usually containing small amounts of free acids and other preservatives. Sometimes an aqueous alcoholic solution is employed. Such preparations are fairly stable, are non-explosive, and are usually of such strength that they can be used either directly, or after slight dilution, for any one of a number of medicinal purposes. Their manufacture is a comparatively simple and safe process, in which success depends on the purity of the ingredients used, careful attention to details, and certain precautions in handling the product, as well as on a knowledge of the optimum conditions of temperature, dilution, etc., of the reacting substances. These conditions can only be worked out by a competent chemist, and form the principal parts of the jealously-guarded "secrets" of the manufacturers.

The method used for many years after the discovery of hydrogen peroxide was that of Thenard, which consisted in treating barium dioxide with hydrochloric acid; and "Thenard's Solution," as it was called, came into limited use medicinally before 1860. Other acids were employed to decompose the barium salt, and about 1878 hydrofluoric or hydrofluosilicic acid seems to have been the favorite. Both of these acids form insoluble salts with barium, which made the removal of this poisonous ingredient simpler than when it was converted into the very soluble chloride. In 1886 Kennedy recommended the use of phosphoric acid, especially when small amounts of peroxide were to be prepared, and a method which embodied this principle was made official in the U.S.P. of 1890. The obvious objection to the use of the phosphoric acid for large scale production is its expense, and manufacturers were forced to depart from the official method. It was found that a mixture of sulphuric and phosphoric acids gave excellent results, and it was also possible to recover most of the valuable phosphoric acid. Accordingly, the Eighth Revision of the U.S.P. omitted directions for manufacture, and at the present day any method may be used which turns out a product meeting the official requirements.

Simultaneously with the recognition of hydrogen peroxide solution in the Pharmacopoeia, and the establishment of standards for the medicinal article, the differentiation of the two grades, commercial and medicinal, became more clearly marked. The presence of undesirable or even poisonous impurities worked no great harm in an article intended only for bleaching, while on the other hand the official tests requiring the absence of fluorine and arsenic from the medicinal article necessarily ruled out certain processes of manufacture which would almost inevitably result in their introduction into the product. It thus came about that the makers of commercial peroxide have continued to use hydrofluoric and hydrochloric acids in many instances. A trace of the former, while entirely unallowable in solutions intended for internal use, is not objectionable in bleaching and laundry work; indeed some laundries claim that peroxide containing considerable amounts of fluorine gives better results than a purer article. Hydrochloric acid is decomposed of hydrogen peroxide with the formation of free chlorine, which gives the solution a slight color, and a marked odor, rendering it unfit for internal use, but in no wise lessening its technical value. The manufacturer of medicinal peroxide must guard against the use of compounds containing arsenic, and must use some acids other than hydrofluoric and hydrochloric, since no practicable method exists which will get rid of the latter entirely. As already stated, the combination oftenest used is sulphuric and phosphoric acids.

Before taking up in a detailed way the manufacture of peroxide, it is of interest to ask why the compound barium peroxide, which is otherwise of small importance, plays such an important role, to the exclusion of other peroxides. Several reasons may be mentioned. In the first place, barium peroxide, or dioxide, is rather anomalous in its behavior towards acids, especially oxidizable acids like hydrochloric. In general, if a peroxide, represented by the formula MO_2, reacts with hydrochloric acid, the reaction can proceed in several ways. The equation representing the action may be:

$$MO_2 + 2HCl = MCl_2 + H_2O_2.$$

(To be continued.)

Trade Notes

ALBERTA.

Dr. C. M. Carson is opening a drug business at Bruce, Alta.

Mr. McNeill has opened a drug store at Coronation, Alta.

Mr. Calder has commenced a drug business at Coronation, Alta.

S. L. Dorland has purchased the drug business of Geo. L. Brown, Castor, Alta.

Pharmacist Stephens has opened a drug store at Rocky Mountain House, Alta.

BRITISH COLUMBIA.

Dr. Clarke has opened a new drug business at Lillooet, B.C.

The Barker Drug Co. have purchased the business of E. H. Hall, Eburne, B.C.

Pake & Mowry have purchased the branch drug store of Beattie & Murphy Co., Ltd., at Elko, B.C.

MANITOBA.

C. Simmons, of Invermay, Man., suffered a loss by fire recently.

Hugh C. Smith has purchased the Dunrae Pharmacy, Dunrae, Man.

NEW BRUNSWICK.

The estate of W.B. Deacon, druggist of Shediac N.B., has been sold.

A. W. Coombs has opened a branch drug store at Marysville, N.B.

The Clifford Drug Co., Ltd., Dalhousie, N. B., has been incorporated with a capital stock of $5,000.

The Hutchings Co., Ltd., St. John, N.B., has been incorporated. Capital stock $24,000. The Company will acquire the business of Charles H. Hutchings.

NOVA SCOTIA.

A. W. Carew, druggist of New Glasgow, N. S., died recently.

J. J. Turnbull is opening a branch drug store at Sydney, N.S.

Turner & Nicholson, druggists, of Dundas, P.E. I., have dissolved partnership.

J. E. Dalton has taken over the drug business of A. W. P. Gourlie, Summerside, P.E.I.

ONTARIO.

Fred W. Flett, of the drug firm of F.W. Flett Co., died May 17th.

Thomas Porter, druggist, of Embro, Ont., is advertising his business for sale.

L. R. Harvey has purchased the drug business of W.W. Taylor, St. Thomas, Ont.

N. A. Vetter has purchased the drug business of G.M. Petrie, Avenue Road, Toronto.

Geo. McLachlan has purchased the drug business of Callard & McLachlan, London, Ont.

Gordon Brander, of Wallaceburg, Ont., has purchased the east end branch drug store of J. J. Karn, at Woodstock, Ont.

QUEBEC.

Lachapelle & Paquet have registered as doing business at Montreal, Que.

The Oriental Drug Co., manufacturers and importers, have registered as doing business at Montreal, Que.

SASKATCHEWAN.

J. W. Wilson has purchased the drug business of Dr. Rush, Regina, Sask.

R. G. Lacroix has purchased the Marcelin Pharmacy, Marcelin, Sask.

M. J. Gibson succeeds F. Woodhull & Co., in the drug business at Simpson, Sask.

Tansley & Wunder have purchased the business of the Sheho Drug Co., Sheho, Sask.

Dr. W. B. Cassels, proprietor of Medical Hall, has discontinued his drug business at Young, Saskatchewan.

Mr. Utley informs us that his sales of Neave's Food in 1911 were about double those in 1910, and that 1912 is showing a still more satisfactory increase. See ad. on page 369.

It is bad policy to neglect stock-taking, watching the time of expiry of your insurance policies, seeing that your store is at all times bright and inviting in appearance, and your shop windows an index of the excellent order within the store.

It is bad policy to neglect payments, or to let them become overdue. Rather pay cash, if possible, and save your discounts. Promptness enhances your credit, both with the wholesale trade and with the bank.

KENT-M'CLAIN AGAIN.

Mr. J. J. Turnbull, of Sydney, C.B., in adding to his show case accommodation, has chosen the all glass construction marble base "Roman" case made only by Kent-McClain, Limited (Toronto Show Case Co.)

Hope is the evening star, which makes the most difficult work possible.

It is not enough to have energy, one should learn to expend it wisely.

VALENTINE'S SERIES
POST CARDS
FAMOUS THROUGHOUT THE WORLD

The Highest Awards Obtained at Six Exhibitions.

The season of summer holidays and week-end trips is approaching. In those days picture post cards crowd every mail. The traveller buys these pretty souvenirs to send those at home. Those at home buy them to bear the home news to the traveller. It will pay you to establish a reputation for post cards, and you can do this by stocking from our selection, which is second to none.

In these Spring Days Remember Christmas

The dealer who delays placing his order for booklets, calendars, tags, Illustrated Song Books and similar lines will lose the benefit of a wide selection.

Our travellers are now on the road. It will pay you to examine carefully the samples which they bring. A wise selection of these goods now means large receipts at the holiday season.

If our traveller does not call shortly advise us and we will forward samples by mail. We have the goods which will suit you. You will suit us by ordering early.

The Valentine & Sons United Publishing Co., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER

AUTOMATIC SYPHON

which can be used for drawing off of Lye Acid, Acetic Acid, Hydric Chloride, Sulphuric Acid, Nitric Acid, Fluoric Acid, Chemical Solutions, Salammoniac, Benzine, Oil, Wine, Beer, etc., etc.

No sucking	**No evaporating**
No bubbling over	**No burning**
No breaking in pieces	**No funnel**
No overflowing	**No double filtering**

A pressure with one hand is sufficient. Thousands of Syphons are in use.

8 m/m sh 14/- = $3.50. 11 m/m sh 17/- = $4.22.
15 m/m sh 20/- = $4.85.

F.O.B. every place in the Dominion of Canada where a post office exists.

TERMS—Payment in advance, or postal orders.

Sole Manufacturers:

Universa Trading House, Berlin-Steglitz 27, Germany

Grube's Method

For Complete Eradication of
TOE CORNS, SOLE CORNS, BUNIONS, CALLOUSES, SOFT CORNS, HEEL CORNS.
Kills the Seed, Leaves Smooth Skin.

One Drop Corn Remover

ADVISE no cutting with knife.
USE eraser to remove hard part. Rub well.

APPLY "One Drop," covering corn completely to kill seed of the trouble; cover it with tissue paper; peel it off third day.

RESULT a normal smooth skin. Put cotton between toes when soft corns.

PRICE 25 CENTS

When Properly Applied, Gives Relief in 3 Minutes.

EXCELSIOR CHEMICAL COMPANY, 3100 State Street, Chicago.

$1.50 per dozen. Quantity price on application. Ways and means with initial gross to assure disposal of goods. During 1911 one medium size retail drug store sent four orders of one gross each, giving a profit of $82.80 the first season of selling the article.

THE REGULATION OF PRICES AND OF THE SUPPLY OF GOODS.

To look over some of the articles which appear in certain of our exchanges, and also to listen to the sentiments expressed by some retail druggists, it would almost appear to the uninitiated that the sale of patent or proprietary medicines formed the backbone of the business of the retail druggist.

For our part, we think that altogether too much stress is laid upon this branch of trade and although it does form a considerable portion of the sales in some localities, yet it is not the most profit-producing nor the most desirable portion of the business done. If more attention were paid to the other departments in the drug business in many cases it would be found that results would be more satisfactory and there would be less worry and care as to the policy adopted by others.

The manufacturer who seeks to place his goods on the market, doing so both through his travelling representatives in calling on the trade and by general advertising to the public, incurs a large expenditure of money and the maker naturally looks for a good return from the expenditure.

We know that the druggist is very careful, as he well should be in taking up the sale of a new or unknown remedy, but with an article of an established reputation, it would be a foolish policy for any retailer to refuse to keep it in stock, merely from the fact that someone else is handling the same line of goods. We have before this called attention to the fact that the sale of patent medicines cannot be confined to the drug trade, as anyone engaged in a line of business can sell these goods without interference of the law, and it is merely a case of a man having the money to purchase goods, whether he can secure a stock except in an extremely limited number of cases.

The departmental store and the cut-rate druggists have both interfered largely with the profits obtainable on the sale of patent medicines, so that some lines, especially in the centres where cutting is very prevalent, render actually no profit, but at the same time we would not advise a dealer to put such a line out of stock, merely on this account, as the public should be able to obtain anything asked for in this line from their respective druggists without regard to the profit which the druggist may obtain.

It has happened that the goods of many manufacturers have been boycotted by some dealers because the same lines have been found in stores where cut-prices prevail, and also in other instances, because they are sold in other than drug stores. Have these retail druggists ever stopped to consider the fact, which is a perfectly true one, that no manufacturer wishes to go outside of the retail drug trade as a channel for the distribution of his goods, provided that the trade is prepared to co-operate with him in such sales? And frequently we find that these lines upon which the maker has spent so much in creating the demand have not received fair treatment at the hands of some retailer. This has happened not only in the case of goods, of which prices are unprotected, but also of those which have been placed on the market on the price-protected plan.

Influences, of course, are at work to divert the retail druggist from the sales of many advertised goods, and when we speak of this latter we mean not only patent medicines, but also toilet articles and other lines which have advertised retail prices. These influences being mainly of interested parties who have preparations of their own which they hope the druggists to take up in place of the advertised goods, and which, of course, they are perfectly right in pushing the sales of as best they can. However, as we said before, we believe that too much stress is laid upon this branch of the drug business, and more attention should be given to the other lines on which a profit can be depended upon, and which are sold more generally through the drug trade.

The drug business as it stands to-day is at best a department store, with very rare exceptions, and all departments should receive the attention of the dealer in furthering sales without centering the whole idea upon one line and sacrificing the good will, both of his customers and of the manufacturer.

The man who sends customers to your store is certainly worthy of ordinary business courtesy, and his goods, if they possess merit, should have a place on the shelves of the retailer who is supposed to furnish his customers with whatever they want.

THE IMITATOR.

Elsewhere in this issue will be found a short notice dealing with the Imitator, or the man who tries to build his fortune on the fame and popularity of the product of another concern, which fame has been earned by merit, after considerable experimenting, vast expenditure and the employment of the experts. A man or firm having gained such fame or reputation is to be commended—the man or firm who attempts to take advantage of such a firm is to be condemned.

Never ask another what you are unwilling to do. And by your asking let him know you can do more.

SELL SEEDS THAT FEED—

SPRATT'S
MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

DRUG REPORT.

Business during the last month has been very good.

Quinine has made another advance of 4c. oz., and it may go higher.

Santonine is higher.

Bromide has been advanced 10c per lb.

Paris Green may advance as the season opens.

Bayberry and Carnauba Wax are very high.

Buchu leaves eased off a little in price, but have again gone up, and are worth to-day $2.00 lb. for nice sample.

Glycerine is firm at advanced price, and may be higher.

Carbolic Acid is very firm at the advance and may go higher still.

A—Advanced. D—Declined.

A.—Ammonia Bromide	lb.	.80
D.—Ammonia Iodide	oz.	.35
D.—Benzole	lb.	.30
A.—B Bromide	lb.	65
D.—Crasote Beechwood	lb.	.85
D.—Gum Myrrh	lb.	.40
D.—Iron Glycerophos	lb.	.30
D.—Manganese Peptonate	oz.	.30
A.—Quinine Sulph. German	oz.	.36
A.—Quinine, Sulph, Howard's	oz.	.36
A.—Quinine, Hydrobrom	oz.	.45
A.—Quinine, Hydrochlor	oz.	.45
A.—Quinine, Hypophosphite	oz.	.75
A.—Quinine, Salicylate	oz.	.50
A.—Sabadilla Seed	lb.	.35
A.—Sabadilla Seed, Powder	lb.	.40
A.—Soda Bromide	lb.	.68

An attractive box of modern design, with contents to match, containing ½ gross of the best selling rubber-tipped pencils, assorted shades and shapes, is one of the Warwick Bros. & Rutter specialties, and if the goods are displayed properly, they will sell; they cannot help but sell.

AFTER MORE RECORDS.

PRIZE LIST OF CANADIAN NATIONAL EXHIBITION NOW BEING DISTRIBUTED.

The Prize List of the Canadian National Exhibition, Toronto, August 24th to September 9th, has been issued. It shows the usual liberal prizes in all departments of live stock, agriculture and home work, amounting to a total of $55,000. It is also evident that the list has been carefully revised to have it in keeping with up-to-date conditions.

A few innovations that might be noticed are provision for competition in breeding horses for strings of five horses; a number of sections added to provide for the newer breeds of poultry; $100 in prizes for onions, tomatoes and celery in baskets. The last named is a government suggestion meant to encourage export of these commodities.

On the whole, the list shows a distinct advance on its predecessors, and, as the attractions will include a review of cadets from all the overseas dominions of the Empire, the Scots Guards Band and a brilliant historical spectacle, the Siege of Delhi, it is safe to predict another record year for the Canadian National.

THE LIQUID CARBONIC COMPANY.

We are informed by the Liquid Carbonic Company, Chicago, that they have founded a Correspondence School of scientific soda water dispensing, to be called the Liquid Dispenser Scientific Soda Water School.

This school is to give instruction that is both scientific and practical. The lessons outlined are divided into six courses with an aggregate of 80 different lessons. The student who completes each course receives a certificate at the end of that course; graduating from the whole six courses entitling him to a Diploma.

It means much to be sincere in one's efforts.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request.**

—WRITE US—

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent Insertions 25c. Send cash with order.

FOR SALE.

Excellent Drug and Stationery business. Location, Central Saskatchewan. Fast growing village of 300. Prosperous. Well settled district. Property, stock and fixtures cheap for immediate sale. Address Box "2" Canadian Druggist.

WANTED.

Capable and reliable western clerk to take charge of drug store from June 10th to July 15th. Apply to D. R. BLACK, Cartwright, Man.

INTEREST TO DRUGGISTS.

We offer exclusive agencies to druggists for new Superior Brand High-Grade Package Chocolates. Now being placed. Write today, if interested, to A. M. BRUCE, St. Thomas, Ont.

MANUFACTURING CHEMIST WANTED.

Practical man wanted to take charge of a laboratory. Good salary, permanent position with good future. Apply to Red Cross Pharmacal Co. Ltd., 92 Des Prairies St., Quebec, Que.

FOR SALE.

Young druggist with $1000 cash can purchase a drug business in the thriving town of Kindersley. Average sales will run from $15 to $20 a day. Stock and fixtures will amount to about $2000. Rent, including living room and doctor's office, $15 per month. As this is part of an estate, it must be sold at once. Splendid opportunity for a young man to work up a first-class business. For full particulars write the Martin, Bole & Wynne Co., Winnipeg, Man.

MANAGER WANTED.

For Sask. Registered. Must be thoroughly capable. Apply giving full particulars and salary required to F. J. WILLIAMS, Humboldt, Sask.

FOR SALE.

If you wish to buy a business in the West write me before deciding. I have two drug stores for sale which will repay you to investigate. Satisfactory reasons for selling. Can be handled for $500 cash or bankable notes. Apply "Veritas," care of Canadian Druggist.

FOR SALE.

Drug and Stationery business in Manitoba. $1,500 cash will handle. Gross profits last year exceeded $3,200. Two agencies which net $500 a year may be had with business. Rent $15.00 per month. Prescriptions average 2,000 new a year for the past four years. Ill health reason for selling. For particulars apply to A. F. GLEDHILL, Minto, Man.

FOR SALE.

Drug store in fast growing Alberta town. Will sacrifice for quick sale on account of sickness. Write to E. Hammond, Bashaw, Alta.

BUSINESS WANTED

Wanted a drug business in a good live Ontario town. Stock and fixtures not to exceed $5,000. Box 40, Canadian Druggist, Toronto, Ont.

Work of the right kind strengthens the body, and develops the mind and the character.

Expect much of others, but encourage them enough to show that you appreciate their efforts.

It is your duty to help others, for all humanity, even the elements, are working for you.

Private Christmas Greeting Card Sample Books. . . . Season 1912.

"ART" Series containing about 80 of the most up-to-date and exquisite designs ever published. All the best features of our previous issues retained, and additional novelty is included to bring the book thoroughly up-to-date. Prices arranged in order to enable all classes of people to purchase.

Besides many other novelties there will be included

Hand-painted cards, Photogravures, Collotypes, Celluloids, Children's, Patriotic cards, Initial and Aerograph cards.

Our Chief Aim - - Quick Deliveries

This Series is again offered entirely "FREE" and carriage paid to destination. It is absolutely essential that you should order AT ONCE, as we have only a few books now for disposal.

Lonsdale & Bartholomew, Limited

253, St. James Street - - - - Montreal

Zinc, " Precip., oz.	10	Zinc Oleate, oz.	5	Zinc Sulphate, Pure, lb.	15		
" Chlorate, fused, oz.	15	" Oxide, lb.	15	" " C.P., Cryst., lb.	20		
" Chloride, fused, oz.	10	" " Pure, lb.	20	" " C.P., Gran., lb.	25		
" " Granul., oz.	10	" " Hubbuck's, lb.	60	" " C.P., Dried, lb.	50		
" Cyanide, oz.	15	" " Dry process, lb.	25	" Sulphide, pure, oz.	25		
" Ferrocyanide, oz.	15	" " Wet process, lb.	75	" Sulphite, oz.	25		
" Foil, oz.	10	" Permanganate, oz.	40	" Sulphocarb., oz.	15		
" Granulated, lb.	20	" Phosphate,	15	" Sulphydrate, oz.	35		
" " free from Arsenic, oz.	6	" Phosphide, oz.	25	" Sulphuratum, oz.	12		
" Hypophosphite, oz.	40	" Salicylate, oz.	30	" Tannate, oz.	10		
" Iodide, oz.	60	" Stearate, oz.	15	" Valerianate, Pulv., oz.	25		
" Lactate, oz.	20	" " Comp. oz.	50	" " Cryst., oz.	30		
" Metal, pure, oz.	10	" " with Aristol, oz.	3 00				
" Nitrate, pure, oz.	15	" " with Ichthyol, oz.	80				

(Continued from page 140.)

Prices Current and Index of New Remedies

Prices given below are actual values for small quantities ruling in the Canadian Market to-day. Quotations are subject to change without notice. Physicians must expect to pay an advance on prices reported, since these values are actually charged to the trade, and do not cover expenses of any kind.

Acetamide, oz.	$ 0 60
Acetone, C. P., lb.	75
" Commercial, lb.	45
Acid, Acetic, B.P., lb.	15
" Acetic, 99½ per cent., lb.	50
" Acetyl Salic., oz.	15
" Arsenious (Arsenic), lb.	15
" " (pure), oz.	10
" " (Red Lump), oz.	05
" Benzoic, from Gum, oz.	25
" Benzoic from Toluol, oz.	10
" Boracic Crystals, lb.	12
" Boracic Pulv., lb.	12
" Butyric, oz.	25
" Cacodylic, 5 grain bot. each	20
" Camphoric, oz.	55
" Capronic, oz.	2 50
" Carbolic, 1 lb. bots.	35
" Carbolic, 5 lb. tins, lb.	30
" Carbolic, 10 lb. tins, lb.	29
" Carbolic, crude, opt., gal.	1 00
" Carbolic, crude, Com'l gal.	75
" Cetraric, 15 grain bot., each	80
" Chloroacetic, oz.	50
" Chromic, Pure Cryst., oz.	10
" " Highly Pure Cryst. oz.	25
" Crysophanic, oz.	55
" Cinnamic, oz.	40
" Citric, lb	50
" Citric, pulv., lb.	52
" Cresylin, oz.	25
" Dichloracetic, oz.	1 00
" Fluoric, 1 lb. bots. each	1 00
" Fluoric, ½ lb bots., each	60
" Fluoric, ¼ lb bots., each,	35
" Fluoric, oz.	10
" Fluoric, C.P., lb.	1 40
" Formic, 1-20 oz.	10
" Fumaric, oz.	3 00
" Gallic, oz.	08
" Glycerino, phosphoric, oz.	60
" Hydriodic, oz.	30
" Hydrobromic, lb.	35
" Hydro-Silico Fluoric	3 10
" Hypophosphorus, oz.	50
" Iodic, oz.	1 00
" Lactic, Concent'd, oz.	10
" Mallic, oz.	1 50
" Meconic, oz.	2 00
" Molybdic, pure, oz.	20
" " extra pure	40
" Monochlor, acetic, oz.	30
" Muriatic, Com'l, lb.	06
" Muriatic, C.P., lb.	20
" Nitric, Com'l, lb.	21
" Nitric, C.P., 1 lb.	25
" Nitrous, lb.	30
" Oleic, oz.	05
" Osmic, 1 gramme tubes, each	3 00
" Oxalic, lb.	12
" Oxalic, Pulv., lb.	15
" Oxalic, C.P., lb.	50
" Perchloric, oz.	50
" Perosmic, ½ grn. tubes, each	1 50
" Phosphoric, Concent., 1500, lb.	45
" Phosphoric, Dil., lb.	16
" Phosphoric, Glacial, oz.	10
" Phosphoric, Syrupy, 1750, lb.	50
" Phosphorus, 1.12, oz	25
" Picric, lb.	90
Acid, Prussic, g.s., bots., doz.	1 25
" Pyrogallic, Merck's, oz.	25
" Pyrogallic, Schering's oz.	32
" Pyroligneous, lb.	12
" Salicylic, lb.	55
" Salicylic, natural, oz.	50
" Soda Phosphate, oz.	15
" Silicic, natural, oz.	20
" Silicic, wet, process dried, oz.	25
" Succinic, oz.	1 40
" Sulphanilic, oz.	45
" Sulph. Aromat, lb.	65
" Sulphocarbolic, oz.	10
" Sulphor sicinic, oz.	50
" Sulpho. sicinic, oz.	50
" Sulph, Com'l, lb.	06
" Sulph, C.P., lb.	20
" Sulpho—Oleic, oz.	3 50
" Sulphurous, lb.	15
" Stearic, oz.	35
" Tannic, lb.	85
" Tartaric, Cryst., lb.	36
" Tartaric, pulv., lb.,	37
" Tartaric, C.P., Cryst., lb.	85
" Tartaric, C.P., pulv., lb.	90
" Titanic, one-eighth oz. for	25
" Trichloriactic, oz.	2 00
" Trichloracetic, oz.,	35
" Tungstic, oz.	65
" Uric, oz.	60
" Valerianic, oz.	25
Acoin, 1 gramme each	50
Aconitine, Pure Amorph., gram	40
Adrian Powder, oz.	2 00
" Tablets, 5 gr. bot. of 25, each	1 00
Adeps Lanae, Hydrous, lb.	35
Adurol, 25 gramme packets, each	75
Agathin, oz.	3 00
Airol, oz.,	1 00
Albumen, from egg, oz.	15
Albumen, from blood, oz.	10
Alcohol, gal.	4 90
" Absolute, pint	1 35
" Allylic, oz.	80
" Amylic, C.P., lb.	1 50
" Benzylic, Iso., oz.	80
" Butylic, Iso., lb.	1 5
" Columbian, Spt., gal.	2 65
" Ethylic, Deodor, lb.	1 25
" Methylic, C.P., lb.	1 20
" Methylated, gal.	1 25
" Wood, gal.	1 10
Aldehyde, oz.	20
Alkannin, oz.,	60
Almonds, bitter, lb.	60
Almond Meal, lb.	50
Aloin, oz.	15
Aloin, oz., pure	30
Alum, lb.	3
" Ammoniated, lb.	25
" Chrome, lb.	20
" Potash, lb.	30
" Pulv., lb.	4
Aluminium, coarse powder, oz.	25
" Acetate, oz.	15
" Acetotartrate, oz.	20
" Bromide, oz.	40
" Chloride, pure, oz.	20
" Hydrate, pure, oz.	30
" Metal, oz.	15
" Nitrate, pure, oz.	15
" Oxide, pure, oz.	50
" Salicylate, oz.	50
" Sulphate, pure, oz.	15
" Tartrate, oz.	20
Alumnol, 25 grammes, each	40
Alypin, 16 gr. bot., each	35
Amalgam, cu Sode, 10 per cent., lb	3 35
Ambergris, gr.	12
Amidol, oz.	70
Ammonal, oz.	1 50
Ammonium, acetate, oz.	15
" Arseniate, oz.	30
" Benzoate, oz.	15
" Bichromate,	12
" Borate, oz.	20
" Bicarbonate, oz.,	15
" Bisulphite, oz.	25
" Bromide, lb.	73
" Billuoride, oz.	35
" Carbonate, lb.	16
" C.P., Howard's, lb.	60
" C.P., Merck's, lb.	50
" Carbonate, Powd., lb.	16
" Fluoride, oz.	25
" Glycerophosphate, oz.	50
" Hypophosphite, oz.	30
" Hydrosulphite, oz.	25
" Hypophosphite, oz.	30
" Iodide, oz.	35
" Liquor, fort, lb.	12
" Molybdate, oz.	25
" Muriate, Lump, lb.	14
" " Gran., lb.	12
" " C.P., lb.	20
" Nitrate, Com'l, lb.	40
" Nitrate, C.P., oz.	10
" Nitrite, oz.	20
" Oxalate, oz.	10
" Persulphate, oz.	20
" Phosphate, pure, oz.	10
" Phosphate, extra pure, oz.	10
" Picrate, oz.	25
" Salicylate, oz.	25
" Sesquichlor Solution, oz.	20
" " Soluble, oz.	65
" " Sublimed	1 00
" " Succinate, oz.	40
" " Sulphate, Com'l, lb.	8
" " Pure, oz.	10
" Succinate, oz.	50
" Sulphate, oz.	10
" Sulphide (solution), lb.	55
" Sulphide, Pure Cryst., oz.	65
" Sulphite, oz.	15
" Sulphocarbolate, oz.	25
" Sulphocyanide, oz.	10
" Sulphurated, oz.	1 25
" Tartrate, neutral, oz.	30
" Thio-cyonate, pure, oz.	10
" Valerianate, oz.	30
" Vandate, oz.	1 50
Amyl, Acetate Oxide, oz.	10
" Butyrate, oz.	25
" Formate, oz.	25
" Nitrate, oz.	25
" Nitrite, oz.	25
" Valerianic, oz.	20
Amylene, Hydrate, oz.	80
Anaesthesin, 25 grm. pkgs., each	1 50
Analgen, 25 grammes for	2 00
Anemonine, for 1 grain tube	40
Anethol, oz.	80
Aniline, pure, oz.	15
" Chloride, oz.	20
" Sulphate, oz.	20
Anisol, oz.	1 25
Anthracene, purified, oz.	30
Anthrarobin, oz.	70
Antifebrine, lb.	50
Antikamnia, oz.	1 40
" Vest pocket box, doz.	2 00
Antimony, metal, oz.	10
" Pulv., pure, lb.	28
" Pulv., com., lb.	15
" Arsenate, oz.	40
" Chloride, oz.	25

Antimony, Liver (crocus) lb.	25
" Oxysulph (Sulph. Precid.) lb.	55
" Oxide White (Acid Antimonic) oz	15
" Sulphate, oz.	25
" Sulphide, Black, lb.	50
" " (Golden), oz.	12
" Tart. Pulv. (Tartar Emetic)lb	40
Antinosin, oz.	2 25
Antipyrine, Knorrs, oz.	45
" Salicylate, oz.	30
Antisposmine, 15 grm. bots., each.	80
Antitoxine, Neuralgic, oz.	1 25
Antithyreodine, bots. 10 c. c. each	2 20
Apiol, Green, oz.	50
Apocodeine, Hydrochlor, 1 gr. bots. each	25
Apolysine, oz.	90
Apomorphia, Muriate, ⅛ oz.	1 75
Arbutin, Crystals, oz.	1 50
Areca, Nuts, lb.	25
" Nuts, Pulv., lb.	35
Arecoline, Hydrobrom. 15 gr. bot. ea.	1 25
Argentamine, oz.	85
Argentum Crude (Collargolum) oz.	3 50
Argonine, oz.	90
Argyrol,	2 10
Aristochin (Bayers)	3 25
Aristol, (Bayers), oz.	2 10
Arrowroot, Bermuda, lb.	68
" Com., lb.	20
Arsenic, Metal, oz.	15
" Bromide, oz.	30
" Chloride, oz.	40
" Iodide, oz.	60
" Sulphide, Red (Realgar), oz.	12
Asaprol, oz.	2 00
Aseptol, oz.	25
Ashes, Pearl, lb.	12
" Pot. lb.	15
Asparagin, ⅛ oz. each	20
Asphaltum, lb.	13
Aspirin, oz.	50
Atophan, Powder, 25 gms., ea.	1 50
" Tablets, tubes of 20, each	50
Atropia, Pure, oz.	7 50
" Sulphate, ⅛th, each	1 00
" Valerianate, ⅛th, each	1 60
" Methylbromide, 15 gr. tube, ea.	1 00
Atoxyl, oz.	3 75
Balsam, Canada, lb.	70
" Copaiba, Eng., lb	90
" Copaiba, Amer., lb	75
" Peru, oz.	25
" Sulphur, lb.	30
" Tolu, oz	10
Bark, Ash, Prickly, lb.	85
" Angustura, lb.	75
" Bayberry, lb.	25
" Canella, lb.	25
" Cascara, lb.	20
" Cascarilla, lb.	30
" Cherry, Black, lb.	15
" Coto, lb.,	1 40
" Cotton Root, lb.	20
" Condurango, lb.	65
" Elm, lb.	25
" Hemlock, lb.	10
" Mezereon, lb.	40
" Peruvian, Red, lb.	40
" Peruvian, Yellow, lb.	20
" Pomegranate, lb.	45
" Poplar, lb.	13
" Sassafras, lb.	25
" Soap, lb.	14
" Tamarac, lb.	15
" Wahoo, lb.	3
" Witch Hazel,	15
" White Pine, lb.	12
Barium, Acetate, oz.	10
" Bromide, oz.	20
" Carbonate, pure, lb.	50
" Carbonate, C.P., lb.	75
" Chlorate, oz.	20
Barium, Hydrate, oz.	18
" Chloride, Com'l, lb.	20
" Chloride, Pure, lb.	40
" Hypophos, oz.	30
" Metal, 2 c.c. tubes, each	3 50
" Nitrate, oz.	30
" Oxide Hydrate, Com'l, oz.	15
" Oxide Hydrate, Pure Cryst. oz.	25
" Peroxide Anhydrous, Pure, oz.	5
" Peroxide, Com'l, lb.	50
" Phosphate, oz.	25
" Sulph. Precip., oz.	5
" Sulphide, Pure, oz.	6
Beans, Calabar, oz	8
" Locust, ground, lb.	6
" Tonquin, Angustura, oz.	60
" Vanilla, Mexican, oz.	50
" " Bourbon, oz.	45
Berberine, Muriate, oz.	1 60
" Sulph. oz.	1 75
Benzanilide, oz.	1 25
Benzole, lb.	30
Benzoinal, lb.	1 50
Benzosol, oz	1 30
Benzyl, Chloride, com., oz.	35
" Chloride, Pure, oz.	60
Benzylamide, oz.	6 00
Berries, Buckthorn, lb.	60
" Coculus, Indicus, lb.	15
" Cubebs, lb.	65
" French, lb.	20
" Juniper, lb.	12
" Laurel, lb.	15
" Prickly Ash, lb.,	1 00
" Poke, lb.	20
" Saw Palmetto, lb.	30
Betol, oz	65
Bismal, oz.	75
Bismuth, Acetate, oz.	40
" Aminon, Citrate, oz.	30
" Benzoate, oz.	40
" Betanapthol, oz.	60
" Bromide, oz.	55
" Carb, lb.	3 25
" Citrate, oz.	25
" Lactate, oz.	50
" Liquor, lb.	45
" Metal, oz.	20
" Nitrate, Crystals, oz.	25
" Oxalate, oz.	50
" Oxide, oz.	45
" Oxychloride, oz.	40
" Oxyiodide, oz.	50
" Oxynitrate, oz.	35
" Phosphate, oz.	60
" Salicylate, oz.	25
" Subgallate, oz.	20
" Subiodide, oz.	40
" Subnitrate, lb.	3 00
" Sulphate, oz.	80
" Tannate, oz.	50
" Tribromphenol (Xereform)	90
" Trichloride Crystal, oz.	90
" Valerianate, oz.	40
Bole, Armenia, lb.	7
Borax, C.P., Cryst., lb.	35
" C.P., Pulv., lb.	40
" Cryst., lb.	6
" Pulv. lb.	6
" Glass, lb.	30
Boric, Hydroxide, oz.	20
Boroglycerine, oz.	20
Bromaline, oz.	1 25
Bromine, oz.	10
" C.P., oz.	25
" Chloride, oz.	50
Bromipin, oz.	25
" Tablets, box of 25 each	65
Bromoform, oz.	20
Bromural, oz.	2 00
Broomtops, lb.	30
Brucine, oz.	1 20
" Hydrobromide, oz.	1 75
" Hydrochloride, oz.	1 75
Brucine, Nitrate, oz.	1 75
" Sulphate, oz.	1 75
Buckthorn Juice, lb.	40
Cadmium, oz.	30
" Bromide, oz.	
" Chloride, oz.	25
" Iodide, oz.	35
" Nitrate, oz.	35
" Oxide, oz.	50
" Phosphate, oz.	60
" Sulphate, oz.	20
" Sulphide, oz.	35
Caffeine, oz.	40
" Arseniate, ⅛ oz. each	20
" Benzoate, ⅛ oz. each	10
" Citrate, oz.	35
" Hydrobromide, oz.	50
" Hydrochloride, oz.	40
" Nitrate, oz.	1 25
" Salicylate, oz.	40
" Sulphate, ⅛ oz.	75
" And Soda Benzoate, oz.	60
" And Soda Citrate	1 00
" And Soda Hydrobromate, oz.	1 00
" Valerianate, ⅛ oz., each	75
Calamine, prepared, lb.	10
Calcium, Metal, oz.	50
Calcium, Acetate, oz.	20
" Arseniate, oz.	25
" Benzoate, oz.	25
" Bromide...	20
" Carbide, lb.	15
" Carbonate, Pure	30
" " Precip., lb.	10
" " Prepared, lb.	5
" Chlorate, oz.	35
" Chloride, Com'l, lb.	30
" Chloride, Pure, lb.,	45
" Fluoride, lb.	1 90
" Glycerophosphate, oz.	20
" Hippurate, ⅛ oz., each	20
" Hydrate, Pure Crystal, oz.	15
" Hypochlorite, oz.	10
" Hypophos, oz.	12
" Hyposulphite, oz.	20
" Iodate, oz.	80
" Iodide, oz.	40
" Lactate, oz.	10
" Lactophosphate, oz.	20
" Nitrate, oz.	15
" Oxalate, Pure, oz.	15
" Permanganate, oz.	1 00
" Calcium, Peroxide, oz.	30
" Phos. Precip., oz.	50
" Phosphate, C.P., oz.	25
" Phosphide, oz.	20
" Saccharate, oz.	25
" Salicylate, oz.	25
" Silicate, oz.	20
" Sulphate, Precip., oz.	10
" Sulphide, oz.	10
" Sulphite, oz.	10
" Sulphocarb., oz.	20
" Tungstate, ⅛ oz., each	30
Camphor, in bells, lb.	75
" ¼ blocks, lb.	78
" oz. blocks, lb.	80
" ½ blocks, lb.	82
" Powdered, lb.	85
" Monobromide, oz.	15
Canadol, lb.	1 50
Cannabino Tannate, 15 gr. tubes, ea	20
Cantharides, whole, Chinese, lb.	65
" Powder, Chinese, lb	70
" Whole, Russian, lb.	1 05
" Powder, Russian, lb.	1 25
Cantharidin, 5 gr. tube, each	75
Carbon, Bisulph, lb.	20
" Tetrachloride, oz.	5
Caroid, powd., oz.	1 75
Caseine, oz.	15
Castoreum, oz.	1 40
Celloidin, 40 grammes, each	2 00
Cerium, nitrate, oz.	25

Cerium, Oxalate, oz.	8
" Sulphate, oz.	50
Chalk, French lump, lb.	30
" French, powd., lb.	5
Chiretta, lb.	40
Chloralamid, oz.	30
Chloral, Ammonia, oz.	1 50
" Caffeine, oz.	1 50
" Hydrate, lb.	55
" Hydrocyanate, lb.	1 60
Chloralose, $\frac{1}{8}$th, each	25
Chloroform, D. & F. blue label, lb.	1 00
" D. & F. pure, lb.	2 00
" D. & F., Methyl, lb.	1 65
" German, lb.	55
" Lyman's, lb.	1 25
" Smith's, lb.	90
Chlorophyl, for spirits, oz.	20
" for oils, oz.	30
" for water, oz.	30
Chromium, Acetate, oz.	25
" Carbonate, oz.	50
" Chloride, soluble, oz.	1 20
" Chloride, Solution, oz.	1 20
" Metal, oz., fused	50
" Nitrate, oz.	30
" Oxide, oz.	10
" Powdered, oz.	30
" Sulphate, oz.	15
Chinaphenin, oz.	1 85
Chrysarobin, oz.	45
Cinchonine, Muriate, oz.	30
" Pure Crystal, oz.	60
" Salicylate, oz.	50
" Sulphate, oz.	30
Cinchonidia, Sulph., oz.	50
Cinchonidine, pure Cryst., oz.	1 00
" Hydrochlor., oz.	55
" Iodide, oz.	80
" Tannate, oz.	80
Citarin, oz.	1 25
Citrophen, 25 gr. pkt., each	90
Cobalt, lb.	25
" Chloride, oz.	25
" Carbonate, oz.	40
" Metallic Powder, oz.	60
" Nitrate, oz.	15
" Oxide, oz.	40
" Oxide, pure, oz.	75
" Sulphate, oz.	15
Cocaine, Alkaloid, $\frac{1}{8}$ oz., each	90
" Carbolate, 15 gr. bot., each	1 00
" Muriate, $\frac{1}{8}$ oz.	50
" Nitrate, $\frac{1}{8}$ oz., each	60
" Oleate, 5 per cent., oz.	75
" Salicylate, 5 gr. tubes, each	40
" Solution, 4 per cent., oz.	1 00
Cochineal, lb.	65
" Pulv., lb.	75
Cocoa Butter, lb.	75
Codeia, Cryst., oz.	7 25
" Citrate, $\frac{1}{8}$ oz., each	30
" Hydrochlor, each	85
" Phosphate, $\frac{1}{8}$ oz., each	95
" Sulphate, $\frac{1}{8}$ oz., each	95
Colchicin, C.P., cryst., 15 gr. bot. ea	1 40
Colocynth, Apple, lb.	65
" Pulv., lb.	70
Collodion, lb.	65
" Canthar, oz.	20
" Flexible, oz.	5
" Styptic, oz.	10
Coloring, Brandy, lb.	15
" Cochineal, lb.	25
Confect. Aromat., lb.	60
" Opium, lb.	75
" Roses, lb.	70
" Senna, lb.	40
" Sulphur, lb.	40
Coniine, Alkaloid, oz.	8 00
" Hydrobromide, 15 gr. bot., ea	50
Convallamarin, 15 gr. bot., each	75
Convallarin, 15 gr. bot., each	75
Copper, Acetate, pure, oz	12
Copper, Arseniate, oz.	20
" Arsenite, oz.	25
" Aluminated, oz.	15
" Ammoniated, oz.	10
" Ammonia, Sulph., lb.	75
" Ashes, lb.,	35
" Bromide, oz.	40
" Carbonate, oz.	10
" Chloride, Bi., oz.	10
" Citrate, oz.	25
" Cyanide, oz.	15
" Filings, oz.	12
" Foil, oz.	15
" Gauze, oz.	20
" Iodide, oz.	75
" Metal, oz.	25
" Nitrate, oz.	10
" Oxalate, oz.	15
" Oxide, black, oz.	15
" Oxide, red, oz.	25
" Oxyacetate, oz.	10
" Potass. Chloride, oz.	10
" Shot, lb.	1 25
" Silicate Fluoride, oz.	25
" Sulphide, oz.	20
" Sulphate, Com'l, lb.	18
" Sulphate, Pure, lb.	35
" Tartrate, oz.	15
" Trimmings, lb.	75
" Wire, pure, oz.	10
Corytin, oz.	1 50
Cotoin, True, 5 gr. bot., each	30
Cowhage, oz.	90
Cornutine, Citrate, 5 gr. bots., ea.	5 00
Creosote, B.W., lb.	85
" C.P., White, lb.	80
" Carb., oz.	25
" Valerianate, oz.	40
Cresalol, Para, oz.	1 75
Crocus, Martis, lb.	20
Croton, Chloral, oz.	40
Cubebine, oz.	5 00
Cumarin, oz.	40
Cuttle Fish Bone, oz.	30
" Powd., lb.	40
Cystogen, powd., oz.	1 00
" Tablets, oz.	1 10
Curare, with active principle, 1 gr. bot., each	2 50
Daturine, Pure, 5 gr. bot., each	80
" Hydrochlor, 5 gr. bot., each	80
" Sulphate, 5 gr. bot., each	60
Decoct. Aloes Co., lb.	40
" Sarsa, lb.	40
Delphinine, 15 gr. bot., each	1 25
Diabetin, 100 grammes for	2 00
Diacetyl, Morphine, oz.	5 75
Diaphtherine, oz.	75
Diapente, lb.	25
Diastase, oz.	1 00
" Malt, oz.	90
Diastin, oz.	2 00
Digitalin, Amorph., gram	4
" German, pure, $\frac{1}{8}$ oz. bot. for	1 50
" Digitine, pure, 5 gr. tube, each	40
Digitoxin, Cryst., 1 gr. tubes, each	95
" Tablets, in 50's, each	35
Dimethyl-Amidobenzaldehyde, pure oz	1 25
Dionin, 15 gr. tube, each	75
Diphenylamine C.P., White, oz.	25
Di—Thymol—Iodide, oz.	50
Diuretin, Knoll, oz.	1 00
" Merck's (Theobromine and Soda Salicyl), oz.	1 10
Dormiol, Solution, 100 grm. bot., ea	1 25
Duboisine, Sulph., 2 gr., each	60
Dulcin, oz.	25
Edinol, powd., oz.	75
Eigon, Alpha., 20 gramme bot., ea.	1 00
" Alpha and Sodium "	1 00
" Beta "	1 00
Eikonogen, oz.	40
Elaterium, $\frac{1}{8}$ oz. bot., each	50
Elaterin, Cryst., 15 gr. bot., each	1 20
Emetine, Alkaloid, 5 grn. bot., ea.	75
" Resinoid, $\frac{1}{8}$ oz., each	75
Empyroform, 23 grammes, each	75
Epicarin, Veterinary, oz.	1 00
" Pure, oz.	1 10
Ergot, lb.	1 75
" Pulv., lb.	1 85
Ergotine, Bonjean, oz.	1 75
Erythrol Tetranitrate Tablets, bots. of 50, ea	2 00
Erythrosin, oz	60
Erythrophleine, Hydrochlor, grn.	35
Eserine, C. P., 5 gr. tube, each	90
" C. P., 2 gr. tube, each	60
" C. P. 3 grain tube, each	70
" Citrate, tube, ea.	75
" Hydrobromate, tube, ea.	75
" Hydrochlorate, tube, ea.	75
" Nitrate, tube, ea.	75
" Pilocarpine, 3 gr. tubes, ea.	55
" Salicylate, 5 gr. tubes, ea.	75
" Sulphate, 5 gr. tubes, each	75
" Tartrate, 5 grain tubes, ea.	75
Ether Sulph. German, lb.	40
" Sulph., Squibbs, 100 grammes, tips, each	40
" Valerianic, oz.	30
Ethylene, Bromide, oz.	60
" Chloride, oz.	50
Ethylidine Chloride, oz.	1 20
Ethyl. Bromide, oz.	20
" Butyrate, oz.	20
" Formate, oz.	20
" Iodide, oz.	1 00
Eucaine, A, 5 gramme tube, ea.	75
" B, 5 gramme tube, ea.	75
Eucalyptol, oz.	15
Eudoxine, oz.	2 25
Eugenol, oz.	40
Eumenol, oz.	40
Eumydrin, 1 gr. tubes, each	10
Euonymin, oz.	90
Euphorin, oz.	1 00
Euresol, oz	80
Eurobin, 25 gram. pkt. each	1 00
Europhen, oz.	2 15
Exalgine, oz.	1 25
Exodin Tablets, $\frac{1}{2}$ gramme each. (boxes of 10 tablets), box	50
Ferratin, oz.	1 25
Ferropyrine, 25 gram. pkt., each	1 35
Fibrolysin, tube, each	20
Flowers, Arnica, lb.	25
" Chamomile, German, lb.	30
" " Roman, lb.	45
" Calendula, lb.	80
" Elder, lb.	30
" Lavender, lb.	25
" Rose, oz.	10
Formaldehyde, lb.	22
Formaline, Scherings, lb.	65
" Pastilles, box of 20, ea.	30
" Lamps, Scherings, ea.	1 75
" Dusting Powder in $\frac{1}{2}$, lb.	80
Formin, Merck's, oz.	15
Formol, lb.	55
Fluor Spar, powd., lb.	12
Fluorescein, oz.	1 00
Fuller's Earth, lb.	8
" Powd.	6
Gaduol, oz.	40
Galena, oz.	5
Gallanol, oz.	1 25
Gallicin, oz.	1 25
Gallobromal, oz.	1 25
Galls, lb.	30
Garlic, lb.	25
Gelanthum, $\frac{1}{2}$ kilos, ea.	85
Gelatine, for Hypodermic use, 100 grammes, ea.	1 00
" Cooper's, lb.	75
" Cox's, per doz.	1 35

Gelatine, French, Bronze label, lb. 35
" French, Gold label, lb. 55
" French, Red label, lb. 75
" French, Silver label, lb. 40
Gentian, Violet, oz. 45
Gelsemine, oz. 2 50
Gelseminine, C.P., 5 gr. bot., ea. 70
" Hydrobromate, 5 gr. bot., ea. 70
" Hydrochlorate, 5 gr. bot., ea. 70
" Sulphate, 5 gr. bot., ea. 70
Gingerine, oz. 75
Glass Wool, oz. 50
Glucose, lb. 6
" Pure, oz. 20
Glutol, oz. 1 00
Glycerine, lb. 30
" Merck's, lb. 65
" Price's, lb. 65
Glycin, oz. 75
Glycocoll, oz. 4 00
Glycoline, lb. 32
Glycosal, oz. 90
Glycozone, ¼ bottles, each 1 00
Glycyrrhizin, Ammon., oz. 30
Gold Bromide Mono, 5 gr. bot., ea 75
" Bromide Tri, 5 grain bot., ea. 65
" Chloride and Sodium, 15 grain bots., doz. 3 75
" Chloride and Sodium,solu.,oz. 3 15
" Chloride, dry, 15 gr. bots., dz 8 00
" Cyanide, Mono, 5 gr. bot., ea. 75
" Cyanide, Tri, 5 gr. bot., each 80
" Oxide, 5 gr. bot., each 65
Grains, Paradise, lb. 50
Gualiquine, oz. 1 70
Guaiacol, oz. 20
" Benzoate, oz. 60
" Carbonate, oz. 40
" Salicylate, oz. 1 60
" Valerianate, oz. 60
Guaiacum Rasp, lb. 15
Guaialine, oz. 1 65
Guaiaquin, 25 grammes, each 3 00
Guarana, Pulv., oz. 30
Guaethol, oz. 1 40
Gum Aloes, Barb., lb. 20
" Aloes, Barb., Pulv., lb. 30
" " Cape, lb. 20
" " Pulv., lb. 30
" " Socot, lb. 40
" " Socot, Pulv., lb. 50
" Ammoniac, lb. 60
" Arabic Select, lb. 60
" Arabic, 2nd, Sel., lb. 45
" " Sorts, lb. 28
" " Pulv., Opt., lb. 60
" " Pulv., Sorts, lb. 35
" Assafoetida, Powd., lb. 1 75
" Assafoetida, lb. 1 25
" Benzoin, lb. 50
" " Opt., lb. 2 00
" Catechu Com'l (Japonica), lb. 12
" " Cubes, lb. 25
" " Pulv., lb. 30
" Copal, lb. 90
" Damar, lb. 60
" Elemi, lb. 65
" Euphorbium, lb. 60
" " Pulv., lb. 70
" Galbanum, oz. 10
" Gamboge, lb. 1 30
" " Pulv., lb. 1 40
" Guaiacum, Ordinary, lb. 45
" " Pulv., lb. 50
" " Opt., lb. 1 00
" Kino, lb. 70
" Kino, Pulv., lb. 80
" Mastic, lb. 85
" Myrrh, lb. 40
" Myrrh, Pulv., lb. 60
" Olibanum, oz. 1 00
" Sagapenum, lb. 1 00
" Sandrac, lb. 40
" Sang Draconis, lb. 90
Gum, Sang, Pulv., lb. 1 10
" Scammony, oz. 40
" Seedlac, oz. 5
" Shellac, Orange, lb. 30
" " Bleached, lb. 30
" " Powd., lb. 40
" Storax, lb. 45
" Spruce, lb. 1 20
" Substitute Yellow Dextrine, lb 10
" " White, lb. 12
" Tamarac, lb. 28
" Thus. (Turpentine), lb. 8
" Tragacanth, extra select, lb 1 10
" " Pulv., lb. 1 15
" " 2nd Select, lb. 95
" " 2nd Select, Pulv., lb. 1 00
" " Sorts, lb. 30
Gun, Cotton, oz. 30
Haematoxylin, oz. 2 00
Haemogallol, oz. 85
Haemoglobin, oz. 1 00
Haemol, oz. 80
" Arseno, oz. 80
" Bromo, oz. 80
" Cupro, oz. 80
" Iodized, oz. 1 10
" Zinc, oz. 80
Hartshorn Shavings, lb. 40
Hedonal, oz. 1 50
Helenin, 15 gr. bot., each 50
Heliotropin, oz. 60
Helmitol, oz. 1 00
Hematein, 15 grs., each 30
Hematin, 15 grs., each 1 50
Heroin, 15 grain tubes, each 55
" Hydrochlor, 15 gr. tubes, each 55
Holocaine, 1 gramme bots., each 30
" Hydrochlor, 1 gramme bots..ea 35
Homatropine Pure, 5 gr. tubes, ea 1 65
" Hydrobromate, 1 gr. tube, ea. 35
" Salicylate, 1 gr. tube, ea. 30
" Sulphate, 1 gr. tube, each 30
Honey, lb. 18
Hops, in packages, lb. 55
Hydrastin, Alkaloid, 15 gr. tubes, each 1 40
Hydrastin, Hydrochlor,15 gr.bot.ea. 1 40
" Sulphate, 15 gr. bots., each 1 40
Hydrastinine, 15 gr. bots. each 2 00
" Hydrochlor. 5 gr. tubes, each 60
Hydroquinone, oz. 5
Hydroxylamine Hydrochl. ½ oz., ea 1 25
Hyoscine Hydrobrom 1 gr. tube,ea 25
" Hydrochlor, 1 grain tubes, ea. 25
" Hydriodate, 1 gr. tubes, each. 25
" Pure Amorphous, 1 gr. tube, ea 25
" Sulphate, 1 gr. tubes, each 25
Hyoscyamine Pure, Cryst., 1 grain tube, each 45
" True, from Hyoscyamine, Pure
Hyoscyamine, Cryst., 5 gr. tu., ea. 1 25
" Hydrobromate, 5 gr. tu., ea. 35
" Hydriodate, 5 gr. tube., each 35
" Hydrochlor, 5 gr. tube, each 35
" Sulph. Amorphous, grains 35
Hypnone, oz. 50
Iatrol, oz. 1 50
Ichthalbin, oz. 60
Ichthargan, 10 gram. pckts., each 1 25
Ichthoform, oz. 1 40
Ichthyol, oz. 50
" Sodium, oz. 60
Icthyol (substitute) oz. 20
Ingluvin, oz. 1 25
Insect Powder, lb. 40
Incense, lb. 45
Iodine, Bromide, oz. 30
" Chloride, Tri., oz. 50
" Commercial, oz. 30
" Resublimed, oz. 35
Iodochloride, oz. 80
Iodoform, Cryst. or powder, oz. 35
" Bitumenized, oz. 75
Iodoform, Deodorized, oz. 60
Iodomuth, oz. 1 10
" " Pulv., oz. 45
Iodoformogen, 25 grammes, each 60
Iodol, oz. 1 20
Iodopin, 100 gramme packet, ea. 1 25
Iodophenin, oz. 2 00
Iodothyrine, oz. 5 00
Iodopyrine, 10 gramme bottles, ea. 50
Ionone, grain 5
Iridin, ½ oz. each 90
Iron Acetate, oz. 20
" Alhuminate Scale, oz. 20
" " Powd., oz. 30
" " Saccharated, oz. 25
" " Solution, lb. 50
" " Alum, oz. 5
" Ammonia Sulph., oz. 10
" Ammoniated, lb. 15
" Ammon Mur., lb. 50
" Arsenate, oz. 15
" Arseniate, oz. 15
" Arsenite, oz. 20
" Benzoate, oz. 20
" Bromide, oz. 25
" Hydrogen, oz. 10
" Cacodylate, oz. 55
" Carb., Precip., lb. 15
" " Sacch., lb. 30
" Chloride, (Ferric), oz. 10
" " (Ferrous), oz. 12
" Chromate (Ferric), oz. 30
" Citrate, oz. 10
" " Amonia, lb. 60
" Citrate and Quinine, 4 p.c., oz 17
" " 10 per cent., oz. 19
" " " B.P., oz. 22
" " " and Strych., oz. 25
" " " and Strychnine, oz. 27
" Dialysed, lb. 40
" Ferrocyanide, Pure, oz. 20
" " Soluble, oz. 12
" Filings, Iron, lb. 20
" Glycerophosphate, oz. 30
" Hypophos., oz. 25
" Iodide, oz. 40
" " Saccharated, oz. 3
" Lactate, oz. 10
" Lactophosphate, oz. 20
" Malate, oz. 1 00
" and Manganese Citrate, oz. 20
" " Ferrous, oz. 20
" " Peptonized, oz. 20
" " " Solution, lb. 65
" Nitrate Crystals, oz. 10
" Oxalate, oz. 15
" " Ferric Scales, oz. 25
" " and Ammonia 15
" " " Potassium, oz. 25
" " Ferrous, oz. 20
" " Oxide Commercial, lb. 25
" " Black, oz. 20
" " Brown, Pure, lb. 65
" " Red, Saccharated, lb. 50
" Oxide, Brown, B.P., oz. 20
" " Red, oz. 10
" Peptonized, oz. 25
" Perchloride, oz. 5
" Persulphate, oz. 10
" Phosphate Scale, oz. 10
" " lb. 75
" Pyrites, lb. 25
" Pyrophos., oz. 10
" Pyrophos and Ammon Cit., lb 80
" " Soluble Scales, oz. 10
" Salicylate, oz. 20
" Sesquichloride, oz. 45
" Silicate, oz. 30
" Subsulphate, oz. 20
" Succinate, oz. 50
" Sulph., Exsic., lb. 30
" " Pure, lb. 12
" " Extra Pure, lb. 10

Iron, Sulphocarb., oz. 20
" Sulphocyanide, oz. 30
" Sulphuret, lb. 16
" Tannate, oz. 25
" Tart and Potash, oz. 10
" Valerianate, oz. 20
" Wire, fine, lb. 50
" Sulphide Lumps, lb. 20
" " Sticks, lb. 25
Isinglass, American Fish, oz. 12
" Brazil, oz. 15
" Russian, oz. 30
Itrol, oz. 1 75
Jalapin, oz. 75
Jalap Resin, oz. 4 00
Iothion, oz. 1 50
Juice Pawpaw, oz. 70
Kamala, oz. 25
Kaolin, lb. 10
Kefir, fungi, oz. 1 00
Keratin, Peptonized, oz. 1 00
Kesselguhr, Natural, lb. 50
Kola Nuts, lb. 40
Kousso, oz. 20
Koussein, oz. 6 00
Kresol Cyst C.P., oz. 50
" Para, oz. 1 00
" from Tar Oil 20
Kressamine, oz. 1 00
Kryofine, oz. 1 10
Lactophenin, oz. 1 25
Lactucarium, oz. 75
Laevulose, Diabetic, 100 gm. tin,ea 80
" Syrupy, Microscopy, oz. 40
Lanoline, lb. 95
Lard, Benzoated, lb. ..... — 3
Largin (25 gram tubes), each 2 25
Lead Acetate, C.P., Cryst., lb. 25
" " lb. 12
" " Powdered, lb. 15
" Arsenate, Com'l, lb. 25
" Benzoate, oz. 25
" Carbonate, Neutral, lb. 60
" Chloride, Pure, oz. 15
" Chromate, Fused, oz. 20
" Dioxide, oz. 10
" Foil, Assay, lb. 30
" Iodide, oz. 30
" Monoxide, lb. 50
" Nitrate, Pure, oz. 10
" " Com., lb. 12
" Oleate, oz. 25
" Oxide, Black, oz. 10
" " C.P., lb. 75
" Oxalate, oz. 20
" " Red, pure, lb. 50
" Peroxide, oz. 10
" Powder, extra fine, lb. 1 90
" Protoxide, oz. 15
" Sesquioxide, oz. 50
" Silicate, oz. 10
" Sulphate, C.P. oz. 16
" Sulphide, oz. 15
" Tannate, oz. 25
" Tartrate, oz. 15
" Test, lb. 25
" Tetroxide, oz. 20
Leaves, Aconite, lb. 15
" Bay, lb. 20
" Belladonna, lb. 35
" " Powdered, lb. 40
" Buchu, lb. 2 00
" Chestnut, lb. 20
" Coca, lb. 40
" Damiana, lb. 50
" Digitalis, lb. 25
" " Pulverized, lb. 30
" Eucalyptus, lb. 20
" Henbane, lb. 30
" Henbane, Pulverized, lb. 35
" Henna, lb 80
" Jaborandi, lb. 30
" Matico, lb. 60
" " Opt., lb. 20
" " Pulverized, lb. 25
" Pulverized, lb. 25
" Stramonium, lb. 20
" Uva Ursi, lb. 20
Lecithin (60 grn. tube), each 60
" Tablets (100 in bot.), bot. 75
Leeches, doz. 1 00
Lenigallol, (25 gram pckt.), each... 1 65
Lenirobin (25 gram. pckt.), each.... 1 00
Leaves, Savin, lb. 15
" Senna, ordinary, lb. 16
Lemon Peel, lb. 20
Leptandrin, oz. 50
Levulose, 100 grammes for 75
Lime, Carbolate, lb. 10
" Chloride, bulk, lb. 6
" " Chloride, 1 lb. 7
" Chloride, ½ lb. 8
" " ¼ lb. 12
" Free from Sulphur, oz. 5
Liniment, Aconite, lb. 90
" Belladonna, lb. 90
" Camph. Co., pt. 75
" Cantharides, oz. 12
" Chloroform, oz 5
" Croton, oz. 10
" Iodine, oz. 12
" Opii, pint 1 00
" Pot Iodide, oz. 10
" Saponis Co., lb. B.P. 80
" Sinapis Co., pt. 2 50
" Terebinth, pt. 60
" Terebinth. Acet., pt. 55
Liquor, Ammon. Acet., lb. 30
" " Citras. Fort., lb. 50
" Antim. Perchlor, lb. 17
" Arsenici Hydrochlor., lb. 20
" Arsenicalis, lb. 12
" Atropia Sulph., oz. 20
" Bismuth, lb. 45
" Camphor Co. for B.P. Tinc.,lb 1 30
" Carbo Detergens, lb. 50
" Donovani, lb. 25
" Ferri. Acetas. Fort., lb. 65
" " Iodide, lb. 2 40
" " Perchlor Fort., lb. 12
" " Pernit, lb. 20
" " Persulph., lb. 25
" " Phos., lb. 80
" Hydrarg. Perchlor, lb 30
" " Nit. Acid, lb. 1 00
" Plumbi. Acetas, lb. 12
" Potassae, lb. 15
" Pot Citras, lb. 40
" Santal Flav. Co., lb. 1 50
" Soda, Chlor., lb. 15
" Soda Ethylate, oz. 25
" Strychnine, lb. 40
" Zinci Chlor., lb. 60
" Acetate, oz. 55
" Benzoate, oz. 25
" Bromide, oz. 30
Liquorice, Paste, lb. 25
" Powd. Extract, lb. 40
" Solazzi, lb. 50
" Y. & S. sticks, 6 to pound, lb 30
" " Acme Pellets, 5 lb. tins. 2 00
Lithia, Benzoate, oz. 20
" Bitartrate, oz. 20
" Bromide, oz. 25
" Carbonate, oz. 15
" Chloride, oz. 30
" Citrate, oz. 15
" Glycerophos, oz. 90
" Iodide, oz. 50
" Metal (15 gr. bots.) each 1 05
" Nitrate, oz. 50
" Salicylate, oz. 26
" Tartrate, oz. 75
Litmus, Granular, lb. 60
" Cubes, lb. 40
Loretin (25 grammes), each 60
Losophen, (25 grammes), each 2 00
Lupulin, oz. 10
Lycopodium, lb. 75
Lycetol, oz. 3 25
Lysidine (25 grammes), each 2 00
Lysol, 1 kilo, each 1 20
" kilo, each 65
" ¼ kilo, each 35
" 100 grammes, each 20
Magnesium, Acetate, oz. 15
" Ammonia, Phosphate, oz. 20
" Borocitrate, oz. 10
" Bromide, oz. 20
" Carb. (ounces) lb. 20
" " (ponderous) lb. 30
" " (powdered) lb. 20
" " (Calcined), lb. 50
" " (ponderous) lb. 35
" Chloride, oz. 5
" Citrate, lb. 30
" Glycerophosphate, oz. 50
" Hypoyhosphite, oz. 30
" Iodide, oz. 55
" Nitrate, oz. 15
" Oxide, oz. 12
" Phosphate, oz. 10
" Powdered, oz. 25
" Ribbon, oz. 60
" Salicylate, oz. 20
" Silicate, oz. 15
" Sulphate, C.P., dried, lb. 20
" " Commercial, lb. 3
" Sulphite, oz. 10
" Sulphocarb., oz. 25
" Wire, oz. 60
Malakin, oz. 1 50
Mallein (5 gramme tubes), each ... 1 00
Maltose, oz. 1 00
Manganese, Borate, oz. 10
" Bromide, oz. 30
" Carbonate, oz. 10
" Chloride, oz. 20
" Citrate, oz. 40
" Glycerophos., oz. 35
" Hyphophos., oz. 25
" Iodide, oz. 50
" Metal, oz. 40
" Oxide, pure heavy, oz. 15
" " Commercial, lb. 7
" " Black, pure, lb. 50
" Black, granular, lb. 10
" Peptonized, oz. 30
" Peroxide, oz. 15
" Phosphate, oz. 20
" Phosphite, oz. 15
" Sulphate, oz. 12
" Sulphite, oz. 40
Manganous, Chromate, oz. 45
" Sulphat, oz. 35
Manna, oz. 10
Mannit, oz. 40
Medualladen, 25 grammes, each 4 00
Menthol, oz. 60
Menthoxal, oz. 20
Mercaptol, oz. 25
Mercuro-iodo-hemol, oz. 1 25
Mercur-Thymol, Acetate, oz. 75
Mercury, lb. 1 05
" Acetate, oz. 20
" Bichlor. (Corros. Sublimate)lb 1 20
" " Pulv., lb. 1 25
" Biniodide, oz. 25
" Bisulphate, oz. 10
" Bromide, oz. 60
" White Chalk, oz. 10
" Chloride (Calomel) lb. 1 35
" Chl. Am. (White Precip.) oz.... 15
" Cyanide, oz. 20

Mercury, Formate, oz. 25
" Gallate, oz. 40
" Iodo Chloride, oz. 35
" Iodo Viride, oz. 30
" Nitrate Cryst., oz. 15
" Nitric Oxide (Red Precip.) lb. 1 35
" Oleate, 10 p.c., oz. 5
" " 20 p.c., oz. 10
" White Morphia, oz. 20
" B.P., 1898, oz. 10
" Oxide, Flav., oz. 12
" Oxychloride, oz. 10
" Oxycyanide, oz. 30
" Oxycyanuret, oz. 55
" Salicylate, oz. 20
" Sulph. Flav. (Turpeth Min'l) oz 10
" " with Sulph. (Ethiops Min'l) oz. 10
" Sulphate, bi., oz. 15
" Sulphocyanide, oz. 20
" Tannate, oz. 20
Mesotam, oz. 60
Methylal, oz. 1 25
Methylene, Bichloride, oz. 40
" Iodide, oz. 2 05
Metol, oz. 70
Microcosmic Salts, oz. 15
Migrainin, 25 grammes, each 1 50
Milk Sugar, lb. 30
Mistura, Ferri Co., lb. 35
" Glycyrrhiza Co. (U.S.P.) lb... 50
Molybdenum, metal, pure, oz. 1 20
" Oxide, pure, oz. 1 55
" Sulphide, oz. 1 50
Morphia, Alkaloid, oz. 4 25
" Acetate, oz. 4 20
" Bromide, oz. 4 50
" Hydrobromate, oz. 5 75
" Meconate, oz. 5 35
" Muriate, oz. 4 20
" Phthalate, oz. 8 65
" Sulphate, oz. 4 75
" Tartrate, oz. 5 00
" Valerianate, oz. 6 05
Mollin, ½ kilo tins, each 1 00
Monochlorophenal, oz. 25
Moss, Iceland, lb. 20
" Irish, lb. 16
" " bleached, lb. 20
Mulberry Juice, oz. 10
Musk, Canton, oz. 1 50
" Pure grain, grain 10
Mydrine, 1 grain bots., grain 60
Myrtol, oz 1 50
Naptha, Mineral, pt. 30
" Wood, pt. 85
Napthaline, E.P., Cryst., oz. 12
" E.P., Pulv., oz. 15
" Balls, lb. 6
" Flake, lb. 7
Napthol, Alpha, Recryst, Medic'l, oz 25
" Beta, Recryst, Medicinal, oz.. 10
" Beta, Benzoate, oz. 25
Narcelne, Pure Cryst. ⅛ oz. each.... 1 50
" Hydrochlor, ⅛ oz., each 1 20
Narcotine, ½ oz., each 40
Neurodin, 25 grammes, each 75
Nickel, metal, oz. 15
" Bromide, oz. 25
" Carbonate, oz. 15
" Chloride, oz. 10
" Iodide, oz. 85
" Nitrate, oz. 10
" Oxide, oz. 15
" Phosphate, oz. 15
" Salt, lb. 25
" Sheet, oz. 10
" Sulphate, oz. 10
Nitro Benzene, oz. 20
Nosophen, oz. 1 75
Novaspirin, oz. 60
Nux Vomica, Powd., lb. 14
Nylanders, Reagent, lb. 1 00

Oil Amber, crude, lb. 40
" " rectified, lb. 50
" Amygdal, Amara, pure, oz. ... 60
" " Artificial, oz. 10
" " Persic, oz. 45
" " Dulc., lb. 45
" Angelica, oz. 1 00
" Aniline, oz. 10
" Anise, oz. 20
" Apple, oz. 55
" Banana, oz. 10
" Bays Green, oz. 5
" Bay Rum, oz. 30
" Bergamot, oz. 60
" Cade, oz. 5
" Cajeput, oz. 12
" Camphor, lb. 30
" Capsicum, oz. 50
" Caraway, oz. 25
" Cassia, oz. 12
" Castor, English 1st, lb. 14
" " 2nds, lb. 13
" " Pharmaceutical, lb. 17
" " Italian, lb. 25
" " French, lb. 17½
" Cedar, Pure, lb. 1 25
" Cedar, No. 2, lb. 55
" " Wood, lb. 50
" Cedrat, oz. 60
" Cedri Ligni for Microscopy, oz 50
" Celery, oz. 1 00
" Chaulmoogra, oz. 12
" Chamomile, oz. 1 50
" Cinnamon, True, oz. 1 00
" Citronella, Coml., lb. 60
" " Opt., lb. 75
" Cloves, oz. 15
" Cocoanut, lb. 25
" Cod Liver, N.F. gal. 1 60
" " Norway, gal. 1 75
" Cognac, green, oz. 1 75
" " White, oz. 5 50
" Cologne, oz. 80
" Copaiba, oz. 10
" Coriander, oz. 1 10
" Cotton Seed, gall. 80
" Croton, oz. 12
" Cubebs, oz. 40
" " Oleo Resin, oz. 40
" Cumin, oz. 45
" Dill, oz. 30
" Erigeron, oz. 20
" Eucalyptus, oz. 10
" Fennel, oz. 20
" Fusel, pt. 1 00
" Geranii Rose, Opt., oz. 2 00
" " " True, oz. 1 50
" " " Turkish, oz. 30
" Gin, oz. 1 00
" Golden Rod, oz. 50
" Goose, lb. 60
" Hemlock, Pure, lb. 1 20
" " No. 2, lb. 65
" Jasmine, oz. 80
" Juniper, Berries, oz. 12
" " Wood, lb. 60
" Lavender, English, oz. 1 25
" " Exotic, oz. 12
" " French, oz. 35
" " Garden, oz. 5
" Lemon, Opt., lb. 2 90
" " Grass, oz. 25
" Linseed, Boiled, gall. 68
" " Raw, gall. 64
" Mace, Essential, oz. 20
" Mace, Expressed, oz. 12
" Mullein, oz. 50
" Malefern, oz. 25
" Magnet, oz. 75
" Mustard, Artificial, oz. 35
" " Essential, oz. 50
" Myrbane, lb. 20
" Neatsfoot, gall. 1 30
" Neroll, oz. 4 25

Oil, Nutmegs, oz. 15
" Olive, Green, gall. 1 75
" " Yellow, gall. 1 50
" Orange, oz. 20
" " Bitter, oz. 30
" " Sweet, oz. 20
" Origanum, White, oz. 20
" " Red, Pre., lb. 75
" Origanum, No. 2, lb. 50
" Palm, lb. 20
" Palma Rose, oz. 40
" Patchouli, oz. 1 00
" Pennyroyal, oz. 25
" Pepper, black, oz. 90
" " Oleo Resin, oz. 2 50
" Peppermint, Amer., oz. 35
" " English, oz. 1 10
" " Todds, oz. 40
" Petit., gran., oz. 75
" Petrolatum, gall. 1 50
" Phosphorated, oz. 10
" Pimento, oz. 30
" Pine needles, oz. 20
" Pinus, pumilion, oz. 35
" Pinus, Sylvestris, oz. 15
" Poppy, oz. 7
" Rangoon, Pure, lb. 25
" Rhodii, oz. 6
" Rose, No. 2, ⅛th, each 2 00
" Rose, Virgin, ⅛th, each 2 30
" Rosemary, Opt., oz. 10
" " Coml., lb. 65
" Rue, oz. 20
" Rum, oz. 20
" Salad, Pure, gall. 3 50
" " Patent, gall. 1 15
" Santal, Opt., oz. 35
" " W.I., oz. 20
" Sassafras, lb. 1 75
" " Artificial, lb. 75
" Savin, oz. 20
" Sesame, gall. 2 00
" Skunk, lb. 60
" Spearmint, oz. 50
" Sperm, gall. 1 50
" Spike, Coml., lb. 35
" " Fleur. oz. 1 50
" Spruce, lb. 1 25
" St. Johnswort, lb. 50
" Tansy, oz. 25
" Tar, lb. 10
" " Birch, lb. 10
" Wine, oz. 50
" Wintergreen, oz. 20
" " Artificial, oz. 10
" Wormseed, oz. 25
" Wormwood, oz. 75
" Ylang Ylang, oz. 6 50
Oakum, lb. 12
Oil Cake, ground, lb. 3
Ointments, Belladonna, lb. 60
" Blue, lb. 50
" Boracic Acid, lb. 50
" Calmine, lb. 40
" Cantbar, lb. 75
" Carbolic, lb. 40
" Cetaceum, lb. 75
" Conium, lb. 80
" Elder Flower, lb. 1 00
" Gallae, lb. 35
" " Co., lb. 80
" Hyd. Ammon. Chlor., lb. 60
" " Biniodide, lb. 75
" " Compd., lb. 1 25
" " Nitratis, lb. 55
" " Oxide Flav., lb. 90
" " Oxide, Rub., lb. 50
" Iodine, lb. 70
" " Compd., lb. 75
" Iodoform, lb. 1 00
" Picis, lb. 40
" Plumbi, Acetas, lb. 45

Ointment, Plumbi Iodide, lb. 1 20
" Resin, lb. 40
" Simple, lb. 40
" Sulphur, lb. 40
" Sulphur Compound, lb. 20
" Veratrine, lb. 2 00
" Zinci, Oxide, lb. 40
Oleocreosote, oz. 1 50
Oleo-Resin, Capsicum, oz. 50
" " Malefern, oz. 25
Opium, lb. 9 00
" Pulv., oz. 70
Orange Peel 13
" Ground 15
Orexin, Basic, oz. 3 00
" Tannate, oz. 2 50
Orthoform, oz. 1 40
Ortol, oz. 70
Ovarin Powder, oz. 3 60
Oxymel Squills, lb. 30
Oxysparteine Hydrochlorate, 15 gr. tube, each 65
Phenocoll, Hydrochlorate, 5 gram., bots., each 4 00
" Chloride, dry, 15 gr. bots., ea. 1 00
Pancreatine, Pure Active, oz. 35
Papaine, Finkler, oz. 2 50
" Merck's, oz. 65
Paracetphenetidine, oz. 10
Parachlorsalol, oz. 1 00
Paracotoin, 15 grain bot., each 35
Paracresol, oz. 30
Paraformaldehyde, oz. 20
" Merck's, oz. 20
Paraldehyde, oz. 10
Paranephrin, 1-100 bots. 10 c.c. ea. 65
" and Cocaine, Hydroch, tubes of .1 gramme, each 35
Pelletierine, Sulphate, 15 gr. bot., each 1 75
" Tannate, 15 grain bot., each... 50
Pellotine, Hydrochlor, 15 gr. bot.ea 6 25
Pental, 10 gramme bot., each 75
Pepsine, Boudaults, oz. 1 40
" Scale, Pure Soluble, lb. 3 75
" " Pure, Soluble, oz. 15
Peptone, Meat Dry, oz. 30
Pepper, Long, lb. 40
Perhydrol, 50 gramme bots., each. 1 10
Petrolatum, Yellow, lb. 12
" White, lb. 15
" Snowwhite, lb. 25
Phenacetine, oz. 35
Phenamid, Powd., oz. 1 10
Phenocoll, Hydrochlorate, gram., each 35
Phenalgine, Capsules, oz. 1 40
" Powd., oz. 1 40
" Tablets, oz. 1 40
Phenazone, oz. 25
Phenol, Bismuth, oz. 85
" Chloride, oz. 40
Phenophthalein, ½ oz., each 10
Phenosalyl, oz. 25
Phenylene, diamine meta hydro.,oz 1 20
" Diamine para pure, oz. 1 25
Phenylhydroxine, Hydrochlor, oz. . 55
Phloroglucin, ½ oz., each 60
" Vanillin, ½ oz., each 20
Phosphorus, lb. 95
" Pentachloride, oz. 15
" Pentoxide, oz. 60
" Red, oz. 10
" Trichloride, oz. 55
Picrotoxin, oz. 5 00
Pilocarpine, Alkaloid, 5 gr. bot., ea 25
" Hydrobromate " " 20
" Muriate " " 20
" Nitrate " " 20
" Salicylate " " 25
" Sulphate " " 25
" Tannate " " 1 25
" Valerianate " " 25

Pipe Clay, in squares, lb. 6
Piperazine, ½ oz., each 50
" Tablets, 10 only, 16 grains ea. in tube, tube 1 25
Piperine, ½ oz., each 25
Pitch, Black, lb. 5
" Burgundy, lb. 10
Platinic Chloride, 5 per cent. sol.,oz 1 50
Platinum, Bichloride, ½ oz. bot., ea 3 00
" Chloride Solution, oz. 2 00
" Spongy, doz. pieces 5 00
" and Barium Cyanide, 5 grain
" Foil, grain 18
" Foil, grain 16
Platinum and Potash Chlor., oz.... 25 00
" Wire, grain..... 18
Plumbago, lb. 10
Podophyllin, oz. 36
Poppy heads, per doz..... 20
Potassium, pure, ½ oz., ea..... 30
" Acetate, lb. 50
" Acetate, C.P., lb. 55
" Arsenate, oz. 15
" Arsenite, oz. 15
" Benzoate, oz. 20
" Bicarb., lb. 30
" " Pulv., lb. 16
" " C.P., Cryst., lb. 40
" Bichromate, lb. 12
" " C.P., lb. Crystal 45
" Bisulphate, lb. 50
" Bisulphite, lb. 75
" Bitart., Pulv., lb. 28
" Bitart., Pulv., C.P., lb. 75
" Borate, oz. 10
" Borotartrate, oz. 60
" Bromide, lb. 55
" " C.P., oz. 10
" Carbonate, lb. 12
" " C.P., lb. 40
" Caustic, Purif. by Alcohol, lb. 85
" " Pure Sticks, lb. 40
" " Strictly C.P., oz. 20
" Chlorate, lb. 14
" " Pulv., lb. 16
" " Pulv., C.P., lb. 50
" "; C.P., lb. Crystal 45
" Chloride, lb. 30
" Chloroplatinate, 15 gr. bot., ea 1 15
" Chromate Yellow, C.P., oz. ... 10
" Citrate, lb. 70
" " Eff. Bishop's 1 lb. bot., ea 1 50
" And Cobalt Nitrite, oz. 1 25
" Cyanide, Com'l, lb. 22
" " C.P., lb. 35
" Ferri Cyanide, pure cryst., oz. 15
" Hypophosphite, oz. 10
" Fluoride, Pure, oz. 20
" Glycerophosphate, oz. 25
" Hydrogen Sulphide, oz., ... 25
" Metantimoniate, oz. 10
" Hyposulphate, oz. 50
" Hyposulphide, oz. 25
" Iodate, oz. 65
" Iodide, lb. 3 00
" " C.P., oz. 30
" Lactate, oz. 50
" and Mercury Iodide, oz. 50
" Metabisulphate, oz. 10
" Metal, ¼ oz., each 35
" Metantimoniate, oz. 10
" Nitrate, lb. 8
" " C.P., lb. 20
" Nitrite, oz. 15
" Oxalate, Neutral, lb. 45
" Perchlorate, oz. 10
" Permanganate, lb. 20
" " Large Crystals, pure, oz. 10
" Picrate, oz. 30
" Phosphate, C.P., oz. 12
" Prussiate, Red., Cryst., lb. ... 50
" " Red, Pulv., lb. 60
" " Yellow, Cryst., lb. 20
" " Yellow, Pulv., lb. 25

Potassium, Pyrophosphate, oz. 15
" Salicylate, oz. 15
" Silicate, lb. 25
" " Pure, dry, oz. 40
" Silicofluoride, oz. 15
" And Soda Borotartrate, oz.... 20
" And Soda Tart., C.P., Cryst. lb 65
" Sulphate, Cryst., lb. 15
" " Pulv., lb. 20
" " For Fertilizing, lb. 6
" " C.P., Cryst., oz. 5
" " C.P., Powd., oz. 6
" Sulphite, oz. 20
" Sulphocarb, oz. 15
" Sulphocyanate, oz. 12
" Sulphide, lb. 60
" Sulphuret, lb. 25
" Tartrate, lb. 65
" Neutral, oz. 10
" Tellurate, 15 gr. tubes, ea 75
Propylamine, oz. 30
" Chlor., oz. 2 50
Protargol, oz. 1 60
Protan Powder, oz. 50
Pulvis, Aloes Co., lb. 30
" Amygdal, lb. 60
" Antimon Co., lb. 60
" Aromatic or Cinnamon Co., lb 75
" Creta Aromat., lb. 50
" " Camph., lb. 20
" " C. Opii, lb. 75
" For Mistura Creta, lb. 35
" Ipecac Co., oz. 12
" Jalap Co., oz. 5
" Kino Co., oz. 10
" Licorice Co., lb. 20
" Opii Co., oz. 10
" Rhei Co., lb. 50
" Scammony Co., oz. 30
" Seidlitz, lb. 20
" Tragacanth Co., lb. 45
" Thompson's Composition, lb.. 25
Ptyalin, Active, oz. 1 25
Putty Powder, lb. 60
Pyoktannin, Blue, oz. 2 25
" Yellow, 10 grammes for 80
Pyramidon, oz. 2 25
" Salicylate, oz. 1 50
Pyrenol, oz. 1 05
Pyrocatechin, oz. 45
Pyridin, C.P., oz. 25
Pyrodin, C.P., oz. 1 60
Pyrogallol, Bismuth, oz. 1 35
Pyrollgnine, oz. 1 20
Pyrozone, 3 per cent., doz. 5 50
Quartz., Cryst., oz. 8
Quassia, Chips, lb. 10
Quassin, Cryst., C.P., 15 gr. bot.,ea 2 25
Quinalgen, oz. 1 60
Quinapthol, oz. 3 00
Quinidine, Pure, Cryst., oz. 1 60
Quiniodine, Pure Cryst., oz. 30
Quinine, Acclosalicylate, oz. 90
" Acetate, oz. 65
" Alkaloid, oz. 85
" Arsenate, oz. 65
" Bisulphate, oz. 40
" Borate, oz. 75
" Bromate, oz. 75
" Bromide, oz. 40
" Cacodylate, oz. 2 00
" Citrate, oz. 45
" Dihydrochlorate, oz. 1 25
" Ferro Cyanide Hydro., oz..... 50
" Glycerophosphate, oz. 1 25
" Hydrobromate, oz. 45
" Hydrochlorate, oz. 45
" Hydrochloride, oz. 40
" Hydriodate, oz. 50
" Hypophosphite, oz. 75
" Iodide, oz. 75
" and Iron Valerianate, oz. 1 00
" Lactate, oz. 50
" Phosphate, oz. 40
" Salicylate, oz. 55

Quinine, Sulphate, German, oz.	36
" " Howard's, oz.	36
" Tannate, oz.	30
" and Urea Hydrochlorate, oz.	60
" Valerianate, oz.	50
Quinoline, oz.	75
Resorcin, oz.	20
" Recrystal, oz.	15
" Resublimed, oz.	40
Rhigoline, lb.	75
Rice Flour, lb.	9
Rodinal, 3 oz. bottle for	50
Root, Aconite, lb.	25
" Aconite, Pulv., lb.	30
" Alkanet, lb.	30
" Angelica, lb.	20
" Arnica, lb.	30
" Belladonna, lb.	20
" " Powd., lb.	30
" Blood, lb.	20
" " Pulv., lb.	25
" Burdock, lb.	15
" " cut, lb.	17
" Calamus, lb.	50
" Colchici, lb.	30
" Columbo, lb.	15
" Curcuma, Pulv., lb.	15
" Dandelion, lb.	20
" Dock, Yellow, lb.	16
" Elecampane, lb.	15
" " Pulv., lb.	25
" Galangal, lb.	20
" Gentian, lb.	10
" " Pulv., lb.	15
" Ginseng, oz.	55
" Golden Seal, whole, lb.	8 25
" " Powd., lb.	9 00
" Hellebore, White, Pulv., lb.	20
" Ipecac, oz.	25
" Jalap, lb.	70
" " Pulv., lb.	75
" Leptandrin, lb.	30
" Licorice, Extra Select, lb.	12
" " " small sticks, lb.	18
" " Pulv., lb.	13
" Mandrake, lb.	16
" " Gr'd, lb.	18
" Marshmallow, lb.	40
" Orris, lb.	20
" " Pulv., lb.	30
" Pareira Brava	20
" Pleurisy, lb.	20
" Pyrethrum, lb.	35
" Rhatany, lb.	50
" Rhei, E.I., lb.	60
" Rhei, E.I., Pulv., lb.	1 00
" " Turkey (so-called) oz.	15
" " " Pulv., oz.	20
" Sasparilla, Honduras, lb.	50
" " Mexican, lb.	20
" Senega, lb.	1 10
" Serpentaria, lb.	80
" Sombul, lb.	40
" Spigelia, lb.	80
" Squills, White, lb.	12
" " Pulv., lb.	20
" Stone, lb.	20
" Tormentilla, lb.	40
" " Pulv., lb.	60
" Valerian, lb.	18
" Veratrum, Viride, lb.	25
Rosaniline, oz.	60
Saccharine, oz.	15
Saffron, American, oz.	7
" Spanish, oz.	1 00
Sal Acetosella, lb.	25
" Carlsbad, Artificial, lb.	15
" Craborchard, lb.	40
" Epsom, lb.	3
" " Howard's, lb.	5
" Glauber, lb.	2
" Nitre. (Potash) Crystal, lb.	9
" " Gran., lb.	9
" " (Soda) Cryst., lb	6
Sal. Nitre, Gran., lb.	25
" Prunella, lb.	25
" Rochelle, lb.	20
" Rochelle, lb.	40
" Rock, lb.	10
" Soda, lb.	25
Salicine, oz.	1 10
Saligenin, 15 gr. bots., each	45
Salol, oz.	45
Salipyrine, 25 grammes, each	45
Salophen, oz.	1 00
Sanguinarine, Alkaloid, 15 grain bots., each	2 25
" Nitrate, 5 grain bots., each	80
" Sulphate, 5 grain bots., each.	30
Sanoform, oz.	20
Santonine, oz.	35
Santyl, Liquid, oz.	75
" Tablets, tube	35
Saponin, ½ oz. bot.	14
Scillipicrin, 15 gr. bots., each	15
Scopolamine, Hydrochlor, 5 gr. bot. each	40
Seeds, Angelica, lb.	10
" Anise, lb.	30
" " Pulv. lb.	40
" " Star, lb.	18
" Annatto, lb.	20
" Burdock, lb.	30
" Canary, lb.	8
" Cardamon, Decort, lb.	1 50
" " Malabar, lb.	1 25
" " Pulv., lb.	1 50
" Caraway, lb.	12
" Caraway, Pulv., lb.	15
" Celery, lb.	25
" Colchici, lb.	40
" " Pulv. lb.	45
" Conium, lb.	30
" Coriander, lb.	18
" " Pulv., lb.	20
" Croton, lb.	25
" Cumin, lb.	20
" " Pulv., lb.	25
" Dill, lb.	20
" Fennel, lb.	15
" " Pulv., lb.	20
" Flax, lb.,	6
" Pure Ground, lb.	6½
" Foenugreek, Pulv.,	7
" Hemp, lb.	7
" Hyoscyamus, lb.	50
" Hyssop, lb.	35
" Jambul, oz.	15
" Lobella, lb.	75
" Maw, lb.	20
" Mustard, White, lb.	12
" Pumpkin, lb.	20
" Quince, lb.	1 50
" Rape, lb.	6
" Sabadilla, lb.	35
" " Pulv., lb.	40
" Stavesacre, lb.	34
" " Pulv. lb.	50
" Stramonium, lb.	30
" Stropanthus, oz.	16
" Sunflower, lb.	15
" Wormseed, lb.	30
Selenium, in sticks, oz.	1 50
Silica, Powd., oz.	20
Silver, Bromide, oz.	2 00
" Chloride, oz.	90
" Citrate, oz.	2 50
" Cyanide, oz.	2 00
" Iodide, oz.	1 60
" Metallic, Pulv., oz.	1 50
" Neuclinate, oz.	1 00
" Nitrate, cryst., oz.	75
" Fused, oz.	90
" Oxide, oz.	1 50
" Precipitated, oz.	3 50
" Sulphate, oz.	1 50
" Wire, oz.	6 00
Snuff, Copenhagen, lb.	1 40
Snuff, Macc, lb.	65
" Scotch, lb.	65
" " Lorillards, lb.	90
Soap, Arsenical, lb.	40
" Barilla Ash, lb.	25
" Castile, Conti, lb.	18
" " Shell, lb.	12
" " Pulv., lb.	18
" Curd, lb.	35
" Cocoanut, lb.	25
" Soft, English, lb.	12
" Viride, lb.	30
" Whale Oil, lb.	12
Soda, Acetate, lb.	20
" " C.P., oz.	5
" " Pure, fused, oz.	13
" Aluminate, oz.	15
" And Ammonia Phos. (Microcosmi Salts), lb.	85
" Arsenate, Pure, dry, oz.	15
" Arsenite, Pure, oz.	10
" Ash, lb.	3
" Benzoate, oz.	6
" " from Benzoic Acid, oz.	35
" Bicarb., lb.	4
" " Chance's, lb.	10
" " Crystals, lb.	40
" " Howard's, lb.	15
" Bichromate, fused, oz.	5
" Biphosphate, oz.	12
" Bisulphate, pure cryst., lb.	45
" Bisulphite, lb.	30
" " Coml., Dry, lb.	25
" " Pure, Dry, lb.	40
" Bitartrate, Cryst., oz.	10
" Bromide and Caffeine Cit., lb.	1 00
" Bromide, Gran., lb.	58
" Cacodylate, oz.	1 30
" ¼ oz.	15
" Carb., C.P., Cryst., lb.	35
" " C.P., Dried, lb.	35
" Carbolate, oz.	25
" Caustic, lb.	6
" " Gran., lb.	10
" " Sticks, lb.	40
" "Sticks, pure, by alcohol, lb	60
" Chlorate, lb.	30
" Chloride, pure, oz.	12
" Choleate, oz.	20
" Cinnimate, oz.	75
" Citrate, oz.	10
" Dithio Salicylate Beta, oz.	1 25
" Ethylate, Dry, oz.	1 00
" " Solution, oz.	25
" " Richardson's, oz.	75
" Fluoride, oz.	10
" Formate, oz.	15
" Glycerinophosphate, oz.	20
" Hippurate, oz.	90
" Hypochlorite, Solution, oz.	10
" Hypophosphite, oz.	10
" " C.P. oz.	50
" Hyposulphate, oz.	25
" Hyposulphite, lb., C.P.	20
" Iodide, oz.	30
" Lactate, Syr., oz.	25
" Meconite, oz.	2 25
" Metaphosphate, oz.	25
" Naptholate, oz.	75
" Nitrate, Crude, lb.	5
" " Pure Cryst., oz.	10
" Nitro-prusside, oz.	40
" Nitrite, lb.	60
" " C.P., sticks, oz.	10
" Oleate, oz.	25
" Oxalate, oz.	10
" Paracreosotate, oz.	71
" Sodium, Perborate Medicin. oz	40
" Permanganate, oz.	30
" Phosphate, Gran., lb.	10
" " Pure, lb.	20
" " C.P. Cryst., lb.	35
" " C.P., Pulv., lb.	40

Soda Phosphate, C.P., dry, lb........	55
" Phosphite, oz.	40
" Phosphomolybdate, oz.	20
" Pyrophosphate, lb.	90
" " Pure, oz.	15
" Salicylate, lb.........	81
" " Natural, oz.	60
" Santoninate, oz.	1 5
" Silicate, lb.	6
" " Natural, oz.	4.
" Silicofluoride, oz.	35
" Succinate, oz.	40
" Sulphate, C.P., Cryst., lb.......	25
" " C.P., Dried, lb.	35
" Sulphite Cryst., or Gran., lb.	7
" " C.P., lb.	25
" " Dried, C.P., lb.	50
" " Pure, Recryst., oz.	25
" Sulphocarb., oz.	10
" Sulphosalicylate, oz.	65
" Sulphovinate, oz.	30
" Tannate, oz.	20
" Tartrate, C.P., oz.	55
" " Neutral, oz.	15
" Tellurate, 15 grains for	25
" Tetroborate, oz.	15
" Tungstate, lb.	75
" " C.P., oz.	20
" Uranate, oz.	40
" Valerianate, oz.	45
Sodium, Metal, ⅛ oz. bots. each......	18
" Acetic, Theocin, oz.	3 25
" Fluoride, oz.	20
" Glychollate, oz.	2 00
" Iodide, oz.	40
" Plumbate, oz.	... 25
" Stannate, oz.	20
" Sulphohydrate, oz.	30
Solanine, 15 gr. bots., each	2 25
Solution Clemeus (Arsenic Brom.)lb	50
" Dobell's, lb.	20
" Fehlings No. 1 oz.	5
" Fehlings No. 2, oz.	10
" Hydrarg, Bichlor., lb.	65
" Nitroglycerine, 1 per. cent., oz	10
" " 10 per cent., oz.	20
" " 25 per cent., oz.	35
" Potash Hydrosulphide, lb.	40
" Platinate, oz.	15
" Soda, Hydrochlorate, oz.	25
" Vlemmicks (Calc. Sulph.), Wr	65
" Normal Volumetric, Ac. Hydrochlor, Wr.	2 25
" " " Sulph., Wr.	2 25
" " " Potash, Wr.	2 25
Somatose, oz.......	50
" " and Iron, oz.	60
Somnal, oz.	65
Sozoidol. Mercury	0 50
" Potassium, oz.	1 25
Soy, Indian, gal.	75
Sozoidol, Mercury	1 50
" Potassium, oz.	1 25
" Sodium, oz.	1 25
" Zinc., oz.	1 30
Spartein, Sulph. ⅛ oz., bot., each	25
Spermaceti, lb.	50
Spirits, Ammon.. Aromat., lb.	65
" Camphor, pt.	85
" Chloroform, lb.	65
Stannous, Chloride, C.P., oz.	15
" Nitrate, (solution), oz.	30
" Sulphate, oz.	40
Stannic Chlorate, C.P., oz.	25
" Chloride, oz.	40
Stannic, Sulphate, oz.	40
Starch, Iodized, oz.	15
" Powd., lb.	8
Stearine, lb.	30
Stovaine, 5 gram., each	1 00
Strontia, Acetate, oz.	15
" Bromide, oz.	10
" Carbonate, oz.	10
" Chlorate, oz.	20

Strontia, Chloride, oz.	30
" Iodide, oz.	35
" Lactate, oz.	15
" Muriate, oz.	5
" Nitrate, lb.	20
" " Dry, lb.	25
" Oxalate, oz.	10
" Oxide, Caustic Cryst.,pure,oz.	10
" Phosphate, oz.	15
" Salicylate, oz.	15
" Sulphide, oz.	15
Stropanthin, oz.	2 00
Strychnine, oz.	1 05
" Acetate, oz.	2 00
" Arsenate, oz.	2 00
" Arsenite, oz.	2 00
" Citrate, oz.	2 55
" Glycerophosphate, oz.	3 20
" Hydrobromate, ⅛ oz. for	35
" Hydrochlorate, ⅛ oz. for	15
" Hypophos., ⅛ oz. for	40
" Nitrate, ⅛ oz. for	25
" Phosphate, ⅛ oz. for	20
" Salicylate, ⅛ oz. for	25
" Sulphate, oz.	1 00
" Valerianate, ⅛ oz. for	
Stypticin, 15 grain bot., each	40
" Tablets, box., each	35
Styptol Tablets, tubes of 20, each.	45
Styrone, liq., oz.	1 50
Succus Conium, lb.	75
" Tarax, oz.	10
Sucrol, oz.	1 25
Sulfonal, oz. (Mercaptol)	20
Sulphaminol, oz.	2 00
Sulphur, Chloride, oz.	15
" Iodide, oz.	45
" Precipitated, lb., pure	25
" " Opt., lb.	20
" Powdered, lb.	3½
" Sublimed, lb.	1
" " Extra, lb.	[illegible]
Sulphur, Roll, lb. ..	4
" Vivum. lb.	6
Symphoral, 25 grammes for	2 50
Tamarinds, lb.	10
Tannalbin, oz.	50
Tannigen, oz.	85
Tannoform, oz.	40
Tannopine, oz.	1 05
Tar, Barbadoes, lb.	12
" Stockholm, lb.	15
Tartarus Borascutas, oz.	20
Terebene, oz.	15
Terpin, Hydrate, oz.	10
" Peroxide, oz.	1 00
Terpinol, Liquid, oz.	15
Tetraethyl. Ammonium Hydroxide ⅛ oz. for	1 50
Tetronal, 25 grammes for	3 50
Thalline, Tartrate, oz.	3 25
Thallium Sulphate, ⅛ oz., ea...........	60
Theine, oz.	70
Theobromine, oz.	1 25
" Salicylate, oz.	15
" and Soda Salicylate, oz.	70
Theocine, Soda Acetate, oz.	3 00
Thermodin, 25 grammes for	2 00
Thermol, oz.	1 00
Thiocarbamide, oz.	1 00
Thiocin, oz.	3 60
Thiocol, oz.	1 40
Thioform, oz.	75
Thiol, oz.	40
Thiosinamine, oz.	90
Thorium, Nitrate, ⅛ oz. each	20
Thymol, oz..	20
Thyraden, 25 grammes for	1 30
Thyroidine, oz.	1 25
Thyriodin, 25 grammes for..............	1 25
Tin, Metal Sticks, oz.	15
" Granulates, lb.	1 20
" Mono Sulphide, oz.	25
" Powder, Fine, oz.	20

Tin. Rasped, oz.	12
Titanum, oz.	75
Toluene, lb.	60
Tow, lb.	30
" Carbolated, lb.	4.
" Styptic, lb.	35
Tribromphenol, oz.	1 60
" Bismuth, oz.	[illegible]
Triethylate, oz.	60
Triferrin, oz.	1 20
Trikresol, oz.	15
Trimethylamine, oz.	55
Trional, oz.	1 2.
Triphenin, oz.	65
Tropacocaine, 5 grains for	20
Trumaticin, oz.	20
Tumenal, 25 grammes for	55
Turpentine, China, oz.	40
" Venice, lb.	1.
Unguentum, Crede, oz.	1 .
Uranium, Acetate, oz.	75
" And Ammon Fluoride, oz.	1 10
" Chloride, oz.	60
" Iodide, oz.	75
" Nitrate, oz.	60
" Oxide, oz., Blk.	60
Uranium Sulphate, oz.	60
" Sulphocarbolate, lb.	80
Urea Crystals, Pure, oz.	20
" Nitrate, oz.	45
Urecedin, oz.	60
Urethane, oz.	50
Urotropin, Schering's, oz.	75
Valerianate, Merck's, ⅛ths	5 30
Validol, 25 grammes, ea.	1 25
Vanilline, oz.	50
Veratria, Pure, ⅛th, oz. for	40
Verdigris, balls, lb.	20
" Pulverized, lb.	50
Veronal, oz.	1 50
" Tablets, tubes of 10 each	70
Vinegar, Cantharides, lb.	60
" Squills, lb.	10
Water, Anise, lb.	10
" Camphor, lb.	10
" Cherry Laurel, lb.	25
" Chlorine, lb.	10
" Cinnamon, lb.	[illegible]
" Dill, lb.	10
" Distilled, gall.	15
" Elderflower, lb.	30
" Fennel, lb.	10
" Lime, pt.	7
" Orange Flower, lb.	25
" Peppermint, lb.	20
" Rose, lb.	25
Wax, Bayberry, lb.........	45
" Brazil or Carnauba, lb.	75
" Ceracine, lb.	30
" Japan, lb.	21
" Paraffin, Sterilized, 25 gram packages, each	65
" Parafine, lb.	20
" White, No. 1, lb.	70
" " No. 2, lb.	50
" Yellow, (Beesewax) lb.	55
Wine, Aloes, B.P., lb.	60
" Antimony, lb.	35
" Colchici, Rad., lb.	50
" " Sem., lb.	50
" Ergot, lb.	50
" Ipecac, lb.	60
" Iron, lb.	40
" " Citrate, lb.	50
" Opium, lb.	90
" Orange, lb.	25
Xylol, oz.	10
Yohimbine, Cryst. (3 gr. tubes) ea.	1 50
" Tablets, (tubes of 10), each....	90
Zinc, Acetate, pure, oz.	5
" Benzoate, oz.	20
" Bromide, oz.	15
" Carbolate, oz.	15
" Carbonate, lb.	30

(Continued on page 131)

The Canadian Druggist

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THE

Canadian Druggist

MONTHLY

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ENGLAND—C. Rivington Shill, 88 Chancery Lane, London, W.C. Telephone 8936, Central.

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BUSINESS ANALYSIS.

The great majority of failures in business are due to the "lack of knowledge of costs." Eighty per cent. of all failures are due either to incompetency, inexperience, or lack of capital, and in each of these cases it is found that incompetency, inexperience, and lack of capital resolves itself largely into the question of cost. Incompetency in figuring cost occasions more loss than incompetency in any other direction; inexperience in cost constitutes 50 per cent. of the "inexperienced failures," and cost is the leading factor in failures caused from the "lack of capital." A business not founded on correct cost obviously requires greater capital. There are no profits to augment capital and nothing to prevent an unprofitable volume of business. Another cause for failure which is frequent is "too much credit." Here cost again is the principal reason. Usually the bankrupt has failed to add his percentage of credit loss to his cost of doing business, in which case he would have discovered that it was either necessary for him to add to his selling price, so as to cover his percentage, or to reduce his losses, or go out of business. The business man who has not figured out to a nicety what his expenses are and what percentage of profit he is making on his various lines of goods, is working "in the dark," and is very apt to experience unpleasant surprises when the time for stock-taking and balancing of the books comes around.

NO MORE-NO LESS.

It is indeed a pleasure to go into a store and see prices plainly written and attached to each article, and to know that no matter how much quibbling and threatening you may do, you will have to pay that price for the article. Articles thus marked are usually reasonably marked, and people generally have a wholesome respect for those firms which maintain a one-price system, and feel safe in paying the price asked.

Don't let it be said of you by people in your community "I can Jew him down." A conscientious dealer would almost as soon be called dishonest. On the other hand, advertise "one price"

and acquire the reputation of selling at a reasonable price everything at one figure. The minute you allow your customer to question your price you have trouble on your hands, and the less you have to say as to price and the more you can say as to quality the safer you are. But at all events, stick to your own price, lose the particular sale if necessary. You at least have the article in your keeping which you can sell at another time, and you will have the ultimate respect and win your point.

CHOCOLATE CACHETS.

Every pharmacist who has a clientele of prescribing physicians, undoubtedly has been called upon at times to devise ways and means where by the physician could administer medicaments in a diplomatic manner, so as to overcome the objections of the patient to the older forms of medication, and at the same time give to the patient the full dose of remedial agents indicated, says Franklin M. Apple, in the journal of the A. Ph. A. This trouble is usually encountered in children, who are petted by their parents, making it necessary for the physician to resort to the unsuspected forms of medication.

A modern motto reads as follows: "A diplomat is one who conceals a lump of sugar in each lemon he hands out," but in the form of medication to be described the above motto should be reversed for the sweetening portion of it is on the outside—in fact constitutes the greater percentage of the finished product.

Having encountered an exceptionally obstinate child, who was in need of hepatic stimulant, a physician appealed to us for assistance in devising a pleasing form of medicine to meet the case. The first resort was to chocolate marshmallow drops into which the druge were carefully introduced, taking care to leave no trace of the work done upon the confection, but this did not appeal very greatly to the patient, hence we were compelled to search further for our diplomatic ally. The reward for our experiments and trials was discovered in the form of what are known to the confectionery trade as Ceylon Wafers. These are small discs, flat upon one side and rounded upon the other side, made of sweetened, flavored chocolate.

The discs were carefully hollowed out into a cachet-like container, into one of which the drugs were carefully placed. Another disc was then coated with heated chocolate syrup or Mucilage of Acacia and placed upon the drug-laden disc, when they were sealed together smoothly—the finished product showing no evidences of the deception to be played upon the unsuspecting objectors to medication for their ills.

These cachets were readily taken by the patients to whom they were administered, with the desired results. Certainly this form of administering drugs will not permit of bulky doses or unpleasant tasting drugs, but from our experience it offers a method of combating unruly patients, who have a fondness for chocolate sweets.

LIQUID TOILET SOAP.*

By P. Henry Utech.

One of the chief sources of the pharmacist's revenue is derived, as you all know, from the sale of his own-make specialties. I would, therefore, like to call your attention to one such, which I do not believe is being extensively exploited as yet by the average pharmacist; one that can be easily prepared by himself, and one which will yield him a nice margin of profit in return. I refer to the preparation known as Liquid Toilet Soap.

Until within recent years liquid preparations of soap were very little used by the laity, being employed chiefly as an external form of medication in certain cutaneous diseases, the idea originating, I believe, with certain German dermatologists. But several natural advantages which they possess over the ordinary hard soaps for toilet and domestic purposes furnishes the occasion for introducing the subject to your notice at this time.

Occurring as they do in liquid form, they are much more readily, as well as easily, adaptable to ordinary use for the toilet, bath, shampoo, etc. From a hygienic standpoint they also offer the advantage of immunity from infection which is not infrequently caused by different persons using the same piece of soap in cake form. Hard soaps are likewise inferior to soap liquids, in that they have to become liquified, or rather emulsified somewhat before they exhibit their detergent property.

A new and very extensive field for the use of liquid soap has been developed recently, and no doubt your attention has already been called to its use in some of our larger public institutions, such as hospitals, hotels, etc. The idea was inspired, as you well know, by the widespread interest people have taken in matters of public hygiene and sanitation of late years. Soaps for such purposes could be easily made from the formula herewith appended, simply by incorporating a small quantity of phenol, biehloride, mercury, formaldehyde, or any of the other ordinary germicides.

But the preparation which we personally have been most successfully in exploiting is one which we have named Liquid Aromatic Shampoo Soap. The formula is one suggested by Wilbert some

*Bulletin of Pharmacy.

years ago, with but a slight modification. Numerous experiments were carried out with the ordinary fixed oils, sdch as linseed, sesame, malaga olive oil, and mixtures of these with cottonseed oil, but all were found to be objectionable for some reason or other.

The formula we now use is as follows :

Sodium Hydroxide...	80 Gm.
Potassium Hydroxide...	80 Gm.
Cottonseed oil.....	1000 Cc.
Alcohol.....	500 Cc.
Water, sufficient to make	2500 Cc.

Dissolve the Hydroxides in 500 Cc. water. After solution has been affected, add the alcohol, and finally, the cottonseed oil, in several portions, and shake thoroughly. Allow to stand for several hours, shaking the mixture occasionally, until thoroughly saponified. Finally add water sufficient to make 2500 Cc.

To the soap liquid thus prepared add :

Potassium Carbonate.....	50 Gm.
Terpineol.....	12 Cc.
Evergreen "A" sufficient to produce a grass-green color.	

The above soap can be made at a cost of about 75 cents per gallon. Dispense in four-ounce bottles at 25 cents. The trade packages of similar products seldom contain more and retail at 50 cents—a good talking point. By putting a little personal push back of this product it can be made into a very profitable specialty.

ACTION OF HYDROGEN PEROXIDE ON THE FLAVORING AGENTS OF MOUTH WASHES.

In order to ascertain how far hydrogen peroxide as a constituent of mouth washes would spoil their flavor on keeping, but its oxidizing action on essential oils, etc., a number of mixtures were made up containing 40 Gms. of alcohol (90 per cent.), 30 Gms. water, 25 Gms. hydrogen peroxide (12 per cent.), and 0.05 Gm. of the essential oil or other substance under experiment ; these were kept for two months and then compared, as to taste, with mixtures of similar composition, but freshly prepared. In some cases, says the Apoth. Zeit., no change was detected, in others the flavor was much diminished, while in others again it had undergone alteration, and was much less agreeable. The substances which were much changed or weakened were geraniol, menthol, menthyl acetate, peppermint oil and cinnamic aldehyde ; the action was less in the case of carvacrol, eugenol, oil of geranium, oil of cloves and terpineol ; while the following were quite unchanged : Anethol, oil of anise (and star anise), bornyl acetate, eucalyptol, oil of eucalyptus, pine oil and thymol.—Western Druggist.

RESTORATION OF FADED WRITING.

The possibility of restoring to legibility writing which has faded, depends on the chemical composition of the ink, on the causes of the fading, and often also, says the Swiss Journal of Chemistry and Pharmacy, on the nature of the material on which the writing existed. If the ink consisted only of coal-tar colors it can rarely be restored ; writings made with methyl violet and afterwards faded may sometimes be rendered legible by exposure to ammonia vapor. A very fugitive ink, which is sometimes used for purposes of fraud, consists of iodide of starch ; when this has disappeared it can be restored by exposure to iodine vapor, or by treatment with a solution of iodine and potassium iodide. Inks most favorable to restoration after fading are those made with an iron basis ; such inks can be rendered legible by treatment with tannin, ammonium sulphide, potassium ferro or ferricyanide, ammonium sulphocyanide, or sodium salicylate. It is necessary that the paper should be dry, and it should therefore be placed between two pieces of pure writing paper and a flatiron heated to 100 to 105 degrees passed over it ; this will sometimes bring out the writing again, and if it does not it should be exposed to sunlight, which may darken logwood inks. Failing this, one of the solutions just named is to be carefully applied with a brush to one part, and when this is dry, the paper is again treated with a hot iron as before, and is successful. The whole paper is treated in the same way. If the iron is in the ferrous state it will be necessary to treat the paper by exposure to the vapor of hydrochloric acid before applying the solutions.

DETECTION OF SAPONIN IN OILY EMULSIONS.

The following method is recommended for the detection of saponin in emulsions of oil, etc.: One hundred Gms. of the emulsion is diluted with an equal volume of water in beaker, and 700 Cc. of alcohol of 95 to 96 per cent. strength is then added gradually, mixing well by agitation, which is repeated at intervals during two hours, and the mixture then set aside for twenty-four hours. The bottom of the vessel will then be covered with an unctuous mass, with a clear liquid above it ; this liquid is poured off through calico, the residue digested with alcohol of 60 to 65 per cent. strength, and this poured off through the same cloth, to which the magma is finally transferred for pressing : the total liquid passing through it united and filtered through paper, neutralized with soda if necessary, and evaporated on a water bath to 100 Cc.; it is then extracted with

ether, which removes aromatic substances and traces of fat, and after warming, to dispel dissolved ether, 20 Gms. of ammonium sulphate and 9 Cc. of phenol are added and the whole shaken well and repeatedly and left to stand for twenty-four hours. The phenol solution is then separated and shaken with a mixture of ether 100 Cc., water 30 Cc., and alcohol 5 Cc. and left to stand for twenty-four hours. The aqueous layer now contains the saponin ; it is evaporated to dryness on a water bath and the residue purified by repeated washing with acetone. This method may also be used for the detection of saccharin in emulsions, and of saponin in foaming liquids.

ELIXIR OF IRON, QUININE AND STRYCHNINE PHOSPHATES.

By Richard J. Fritzinger, M.D.

One need not emphasize a fact of which every tyro of a druggist is conscious, viz., that there is much difficulty and tediousness connected with the production of filtrate of aromatic elixir.

But these two hindrances of the operation are not the most serious problems in the filtration of this elixir. Another, and a greater one (but hinging on them) involves the loss of alcohol that results when the operation is carried on under ordinary conditions in the average laboratory. The laboratory is commonly an appendage of the store and is kept at the store's temperature ; and, in fact, in many smaller pharmacies the filtration is conducted in the prescription department itself—possibly, at times, without the required precaution in the matter of a well-covered funnel. The relation of these statements to the formula are apparent when the additional explanation is made that the turbid, unfiltered aromatic elixir is preferable to the filtered one in the manufacture of the elixir of iron, quinine and strychnine phosphates, since it filters much more easily and quickly when in this combination than when mixed for filtration as aromatic elixir.

The method of procedure is simply to follow the process of the Pharmacopoeia, with the exception of using the unfiltered instead of the filtered aromatic elixir, and permitting the mixed product to stand over night, or for a longer period. Nor does the advantage of this method lie solely in the saving of alcohol by virtue of the more rapid filtration. No talcum is required as a clarifying agent ; and, obviously, there will be a higher percentage of alcoholic strength in the finished product. The additional alcohol in the elixir exerts its solvent power upon the oils in the aromatic ingredients, thus aiding in the clarifying process and enabling a larger proportion of the oils to be held in solution.

FIRST AID FOR THE CHILD.

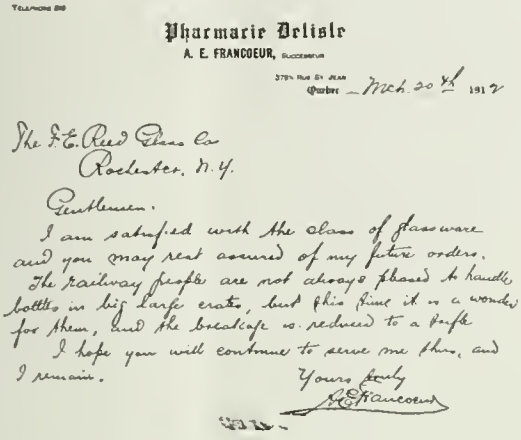
Small children who are just beginning to get about by themselves have a natural tendency to pick up anything they see, and occasionally some tiny but hard object finds its way into the ear, or is pushed up the nose. How to get it out is the question, and, indeed, the best plan is to take the child to the doctor, unless the object can be easily removed. The usual home method is to try to probe for it with a hair-pin, but this requires very great caution lest the foreign substance be pushed farther up the nose to the injury of its delicate tissues, or pressed back against the delicate membrane of the drum of the ear. When the substance is in one side of the nose, pressing gently on the other side to close it, and having the child blow, will sometimes dislodge it. A small syringe with warm water, applying the stream very, very gently, can sometimes be used with effect to bring away what is causing the trouble in the ear, but, as has been said, if it cannot be reached without much probing, professional help should be sought at once. It may happen that an insect crawls into the ear and terrifies the child, because a slight buzzing so close to the drum seems deafening. It is necessary to do something at once to quiet the child, and perhaps the best thing to do is to pour a few drops of slightly warmed sweet oil into the ear. The oil will keep the insect from buzzing, and may float it out altogether. If not, it can be syringed gently away.

The child's eye is liable to trouble from flying particles of dirt, and it is not easy to deal with the little patient on account of the painful feeling of even a tiny speck in the delicate organ. Above all, keep the child from rubbing his eye, as this only makes things worse. The first thing to do is to lessen the pressure on the eyeball. It is a good plan to roll the upper eyelid back over a slender pencil, when, perhaps, the particle can be seen and removed, or if the upper lid is pulled away from the eyeball down over the under lid the speck of dirt being left free may be washed out by the natural watering of the eye. Blowing the nose will sometimes take away a speck that has lodged near the corner of the eye. When it cannot be got rid of otherwise, a plan that sometimes works well is to put a drop of castor oil in the eye. The thick blande oil is soothing and may gather up the particle and carry it off. It need scarcely be urged that the operations should be conducted most carefully. Afterwards bathe the eye with warm water in which boracic acid is dissolved.—Canadian Pictorial.

Joy is the means to make work attractive and enjoyable.

READ

The letter below came to us unsolicited. It is one of many that we receive in the course of a season.



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SOME PRACTICAL DISPENSING HINTS.

A great amount of information and even pleasure may be derived by noting the little things that frequently arise in the work of the pharmacist, says Joseph Hart in the Bulletin of Pharmacy. Here are a few such observations:

A minute amount of white petrolatum is about the best thing that I have found to keep camphor in a powdered condition. The presence of petrolatum does not interfere with the use of the camphor.

The application of a solution containing 15 grains of oxalic acid to 1 ounce of water with a camel's hair brush every half hour or so is said to remove very effectively the blackness around a freshly blackened eye.

The addition of a small amount of starch to liquid tooth preparations containing chalk, retards the formation of that hard and difficultly diffusible sediment which is so annoying when one tries to make a sale.

In making cold-cream and other ointments, the use of too high temperature not only wastes gas but detracts from a nice, elegantly finished product. Too much heat destroys that much desired glossy finish. It also causes the finished product to sink eventually, leaving the jar only partly filled; or it may allow the cream to crack.

I find it quite convenient to use a dram of water to two ounces of quinine and rub to a powder; allow the alkaloid to dry and then use the powdered quinine for prescription work. This enables one to dispense smaller capsules, obviates the frequent refilling of the case bottles, and does not require so much space for weighing nor waste in handling.

The proper cutting and placing of cotton over an unfilled box of capsules, tablets, etc., also the arrangement of evenly folded powders in the box, the neatly tied cap, unsoiled label and the legibly signed, not stamped, prescription check conduce to "Elegant and Careful Dispensing."

By the use of a small amount of water with a prescription for iron subcarbonate either alone or in combination with other dry powders to be put in capsules, one is enabled to use a much smaller capsule. And the finished capsule will be bright and clean, the capsule being easily packed and consuming about one-fourth the amount of time as by the old method.

The irritation following the application to the eyes of a solution of tannic acid in glycerin made with the aid of heat may be obviated if the acid be allowed to dissolve by cold maceration in the pure glycerin. I keep a clear, lightly-colored solution in concentrated form for rapid dispensing.

Gasoline cleans and polishes my ointment containers quite prettily.

I find it a good plan not to keep a stock of empty capsules for prescription use in cardboard containers, as the latter are the cause of so many different sizes of capsules being found in finished prescriptions. I use the glass-stoppered lozenge bottles, adding materially to appearances and utilizing a bottle that is too frequently thrown away. I wish to add that all paper labels are first coated with collodion, followed by two applications of varnish consisting of copal, mastic, sandarac, spirit of turpentine and alcohol. This little extra exertion not only adds to the appearance of the prescription department, giving a clean, shining, glassy appearance to the labels, but enables one to wash thoroughly the bottles containing oils, pills, tinctures, fluidextracts, etc.

Do you use powdered asafetida in making pills calling for asafetida as one of the ingredients? The result of my experience with the use of the best gum resin and massing with alcohol has been very satisfactory. A large number of physicians contend that the therapeutic value of asafetida is due to the volatile oil it contains, and I do not believe you get an appreciable amount in the powdered gum resin.

Two drops of solution of formaldehyde seems very effectually to preserve a properly made mucilage of acacia for several months.

About the most slovenly thing to be sent out from a prescription case is a prescription calling for a pill mass enclosed in capsules, the mass being unevenly coated with lycopodium and forced into the gelatin investment. Why not finish the final rolling without the powder so as to get all the capsules uniform in color, and to prevent a costly waste of lycopodium?

Instead of throwing away the ichthyol that runs down the clean side of the container and soon becomes very solid, collect and store away this portion in clean jars to be used in making pills, etc.

The filling of frequent prescriptions for gargles containing some form of iron and a minute amount of antipyrine for coloring, represents an application of our knowledge in incompatibles as a means of obtaining innumerable and economical colors.

Another way of utilizing soap shavings is to make a shampoo for people who object to green soap. My formula, which yields a pretty clear and economical finished product, is: Water and alcohol, of each 4 fluidounces; castile soap shavings, 1 ounce; potassium carbonate, 2 drams; tincture of quillaja, 1 fluidounce. Perfume to suit. Of course the soap, water and potassium carbonate are first added, followed by the alcohol and tincture and perfume. After twenty-four hours, filter.

By mounting and displaying, as are the weath-

Increase Your Summer Sales!

Every Druggist should handle the Knickerbocker Spraybrush.

Your best customers will buy the Spraybrush because of its many superior features. Combines overhead shower, shampoo and massage in one article.

Fits every water faucet.

A hygienic bath room necessity in every home. Prices $2.00 to $5.00, according to size.

Good profits to you. Attractive matter furnished for window display. Best selling season just starting.

Write for prices.

KNICKERBOCKER MFG. CO., Sole Manufac'rs **CHICAGO, ILL.**

SHAW & EVANS, Canadian Distributors **18 Hospital St., Montreal**

Glaxo

A MILK FOOD

FOR

INFANTS and INVALIDS—

Three Sizes:

40c, 75c, $2.00

Per Tin

You will be interested in this food which is Strictly Price Protected, and which makes you friends among your customers.

Glaxo is fully endorsed by the leading dietetic authorities of the world.

Samples and Advertising Matter Sent upon Request

G. W. DAVEY and CO.,

Sole Canadian Agents and Distributors to the Trade.

25 Empress Bldg. Winnipeg

77 Adelaide St., W. Toronto.

Don't Order Your Show Cards

before you have seen

EINSON'S

New Spring Catalog

Now Out

A Complete and Artistic Book of Modern Showcardism

Cloth bound, containing over 200 half-tone illustrations, comprising the newest conceptions of hand-made show-cards in relief ornamentations, air-brush work fancy cut-outs, mat-effects, pictorial cards; also embossed and half-tone work, and a number of

Original Mechanical Window Attractions

$5000.00 worth of practical ideas and suggestions of modern store and window advertising.

Nothing Like It Ever Attempted Heretofore!

PRICE: $1.00.

We refund this amount on any purchase of $10.00 and over.

OUR BLANK SHOW CARD SERVICE will be especially interesting to window dressers and ticket writers, and will prove not alone a valuab'e adjunct to their own work, but will also improve their efficiency.

"EINSON"

Store and Window Signs, Show Cards

Price Tickets

Manufacturers of Original Mechanical Window Attractions

813 Broadway NEW YORK

er reports, the adverse journalistic patent medicine criticisms, you gain both the patronage and confidence of the physicians and quite forcibly impress the discriminating people.

While in the East last summer I was greatly impressed by the commendable manner of the real clever salesman. If not seemingly interesting his patron, he excused himself after calling another, perhaps the manager of the department, who invariably consummated the sale.

To obviate the disagreeable lumps and shreds of egg albumen in egg malted milk, do not do as so many dispensers, put most of the ingredients in the glass and try to disintegrate them. Work up your egg and syrup in one glass and malted milk in another with a small portion of the milk to be used. Afterwards combine the two mixtures and finish the drink.

The prescribing of hydrogen peroxide with Dobell's solution should be discouraged. They are not only incompatible chemically, but with some samples physically, the patient in more than one case becoming alarmed over the gas evolved and the change to a pinkish color.

A large number of physicians are now verifying the seemingly preposterous assertion that strychnine is more efficacious when given in solution than when given in tablets, pills, etc.

The results of quite a number of trials favor the administration of Fowler's solution in milk in preference to other vehicles.

Pancreatized olive oil is strongly advocated as an application to a dry scalp the night before the shampoo.

We frequently have orders for various amounts of silver nitrate in either glycerin or water. Some samples of silver nitrate produce the dark coloration at once, and others in four or five hours, while others produce a cloudiness at once. After a series of experiments I find that these troubles may be greatly retarded or completely obviated by the use of pure neutral glycerin or distilled water to which an almost infinitessimal amount of pure concentrated nitric acid has been added.

I find it quite economically advantageous to put a little cotton in the bottom portion of Parke, Davis & Co.'s empty capsules, No. 13, and use them for the cappings of the 1- or 2-dram homeopathic bottles of toothache drops. This arrangement saves a vast amount of cotton, and permits of a nice, evenly rolled finished package. Should a cork in any one package be so defective as to allow leakage, the cotton is in the correct place to absorb it and prevent ruining the other bottle wrappers.

Why angleworms were invented is no mystery to the small boy.

DISCOVERIES OF DRUGS.

Morphine was discovered in 1804 at Paderborn, Germany, by the obscure drug clerk, Serturner.

Iodine was discovered in 1811 (just before the English discovered us for the second time) by Courtois.

Peroxide of hydrogen was first prepared by Thenard in 1818.

Strychnine was given to the world in the same year by Pelletier and Caventou.

Quinine, which is one of the two or three actual specifics for real diseases (in this instance malaria), was discovered by Pelletier and Caventou in 1820.

Caffeine, the active principle in coffee and tea, was first extracted by Runge in 1820.

Iodide of potassium was first used in medicine by Coindet in 1821.

The bromides were first used as medicines by Balard in 1826.

Atropine was first extracted from belladonna in 1831, by Meins.

Phenol, or carbolic acid, was discovered in coal tar by Runge in 1834.

Chloral was prepared by Liebig in 1834, but was not used as a medicine until Liebreich introduced it as a hypnotic in 1869.

Cocaine, the leading local anaesthetic, was not used as a medicine till Koller tried it in 1884, although Gaedeke had extracted the alkaloid from coca leaves twenty years earlier.

Apomorphine was discovered by Matthiessen and Wright in 1869, but its great emetic value was not recognized until 1882.

Formaldehyde was given to us in 1867 by A. W. Hoffman.

Antipyrine was discovered in 1884 by Knorr, shortly to be followed by acetanilide, phenacetin and the other coal tar derivatives.

Chloroform was discovered independently by Soubeiran and Liebig in 1831, but it remained for James Y. Simpson to discover its anaesthetic use in 1847, for which service a grateful government made him "Sir James."

Ether, the discovery of which as an anaesthetic led to the use of both chloroform and nitrous oxides, was used in the first painless surgical operation in the world's history in 1842 at Jefferson, Ga., by Crawford Williamson Long.—(New Orleans Times-Democrat.)

KENT-M'CLAIN AGAIN.

Mr. George Marshall, on Wilton ave., has made some striking improvements to the interior of his store. The fixtures are in mahogany, and were installed by Kent-McClain, Limited (Toronto Show Case Co.)

Druggists Throughout Canada Are Making Big Money Handling the Acousticon

If you are not representing us, write for our proposition. We are open to give the exclusive representation for his community to a druggist in each town in Canada.

The Acousticon will sell itself to the deaf people in your community and will bring other business to your store. We do not wish you to stock it—simply to have an Acousticon on hand so that the deaf people in your community may see and try it for themselves.

Over 70,000 deaf people testify to the merit of the Acousticon and it is backed by an organization of world wide prominence. Our new sound regulator has proven itself a revelation to the scientists of the day and a wonderful boon to deaf people.

Communicate with us about representation in your town.

General Acoustic Co. of Canada
Limited
468 Yonge St. - TORONTO

RIPPEY'S
Powdered Foamoline
(TRADE MARK REGISTERED)

Specially Prepared for Manufacturers of
ICE CREAM
Sherbets
Fruit-Frosts
and
Water-Ices

Rippey's Powdered Foamoline not only enriches your Ice Cream and gives it that smooth, pasty appearance, so much admired by lovers of IceCream, but adds to its bulk and will remain firm and solid longer with less ice and less labor than any article ever before offered for that purpose.

No Heat or Eggs required, you simply mix Rippey's Powdered Foamoline with the sugar while dry, add your cream or milk and it is ready for the Freezer.

For a limited time we will send by mail, postage paid, full half pound on receipt of 25 cents in stamps. Our formulas for ice cream, sherbets, fruit-frosts and water ices mailed free on receipt of your address.

CAUTION—Rippeyls Powdered Foamoline is packed in 1 pound boxes with registered trade mark and signature of William Rippey on every box. Never sold in bulk.

SERIAL No. 2129 **PRICE, 35 cents per pound**

WILLIAM RIPPEY
200 East 2nd St. CINCINNATI, OHIO

FINE PHARMACEUTICAL PRODUCTS

TRADE MARK 'TABLOID' BRAND	TRADE MARK 'SOLOID' BRAND
TRADE MARK 'KEPLER' BRAND	TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ENULE' BRAND	TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VALULE' BRAND	TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'VALOID' BRAND	TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are issued by

BURROUGHS WELLCOME & CO.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

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Full stocks are also held at the above addresses at
TORONTO, ONT.: W. J. A. & H. Carveth, Drug Brokers
LONDON, ONT.: Carveth & Co.
WINNIPEG, MAN.: P. A. Gillespie
VANCOUVER, B.C.: J. A. Tepoorten & Co.
CALGARY, ALBERTA: James Findlay Drug Co.
E. 233

LEVER BROS., Limited
Chemically Pure

REFINED GLYCERINE
(MADE IN CANADA)

In Half Ton Drums
and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

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CONFIDENCE

The "Frosst" label has earned a quality confidence among the physicians.

Because there are no grades of quality.

The Frosst label is a guarantee of standard quality, purity and accuracy of dosage.

The extent to which physicians specify "Frosst" shows that they have confidence in the "Frosst" label.

Keep your stock of Frosst's Pharmaceuticals complete.

When Ordering Specify "Frosst."

Charles E. Frosst & Co. **Montreal**

FREE SAMPLE

In order that you may test the extraordinary qualities of

"SAPHO" INSECTICIDE

we will send you on request a

FREE SAMPLE

with sprayer gratis.

The extraordinary sale of

SAPHO INSECTICIDE

in the Province of Quebec prove the work of a preparation which radically exterminates all insects. The summer season is the selling season.

Write for Prices and Local Paper Advt. Proposition

The Sapho Manufacturing Co., Limited

586 Henri Julien Ave., MONTREAL.

Write today for a

New Torrey Honing Strop

It is yours

Absolutely Free

EVERY dealer who has not already received one of our strops free should write for one today. It is the greatest advance in strop making in many years—the result of half-a-century of experience. The New Torrey Strop will keep a razor in perfect condition so it will always give you a close, clean, comfortable shave.

So you will know by experience how good the New Torrey Honing Strop is—so you can tell your customers how perfectly it keeps a razor—tell us the name of your jobber and we will send you a strop absolutely free, except for duty.

Write for it today

J. R. TORREY & CO.

Dept. F Worcester, Mass.

ONTARIO COLLEGE OF PHARMACY.

SEMI-ANNUAL MEETING.

The Semi-annual meeting of the Ontario College of Pharmacy was held in the Board room of the College on Gerrard St. east, at 2.30 p.m. on Monday, June 3rd, and four subsequent days. President Alex. Stewart occupied the chair at the opening session, at which the following members were present :—Messrs. Henry Watters, Ottawa ; E. W. Case, Picton ; J.H. Jury, Bowmanville ; W. H. Worden, Toronto ; G. E. Gibbard, Toronto ; B. Griffin, Hamilton ; T. E. McLellan, Galt ; C. T. Adams, Saulte Ste Marie ; J. T. Pepper, Woodstock ; E. R. Wigle, Goderich, and A. J. Johnston, Sarnia.

After the minutes of the previous meeting had been read by the Registrar-Treasurer and adopted, communications were read and referred to the different committees. It was then moved and seconded by Mr. Gibbard and Mr. Case, respectively, that a communication from Mrs. W. A. Karn, of Woodstock, conveying her thanks for the sympathy and flowers sent by the Council Faculty of the O. C. P., should be received and filed. The motion was carried unanimously.

The principal feature of the afternoon followed when Mr. Stewart, the newly-appointed President read his inaugural address, in the course of which he expressed the hope that the session would be characterized by advanced steps which would result in the material advancement of pharmacists.

"That there exists a very unsatisfactory condition of affairs with respect to the retail drug trade in some quarters." he said, "there is no question. The great bulk of the trade is apparently indifferent, careless, helpless and hopeless. If there is not an awakening from this 'sleeping sickness,' from which the trade has long suffered, there is a danger of the craft dozing into oblivion, and the violation of the pharmacists becoming a lost art. Numerous causes have contributed to this unfortunate situation ; some of them are external and beyond the control of the individual pharmacist, such as the new economic methods of competition which make it impossible to maintain remunerative prices upon certain products which are the subject of pharmaceutical produce. In the drug business, as in other lines, the monopoly-seeking trust is seeking to destroy the smaller producer and dealer by forcing upon them competition which they are unable to meet, and thereby secure to itself undisputed control of production and supply, as well as distribution. There is an old saying that "competition is the life of trade." This is true only so long as it operates to prevent exhorbitant profits. It is the destruction of trade when it proceeds to such an extent as to make the conduct of a business utterly unprofitable. It does not necessarily follow that the cheapening of prices of medicines, or other products, to the consumer, is an unmixed blessing to the state, but on the contrary, is liable to work out detrimentally to the interests of the public."

Mr. Stewart believed that the commercial difficulties of the pharmacist would have to be largely solved by organizations outside of the College. He thought, however, that the College could do much to better the druggists' position from a professional standpoint. After enumerating the disadvantages under which the present-day pharmacist labored, the president advocated as a remedy the raising of the standard of preliminary educational requirements and the extension of pharmaceutical collegiate training.

"This College some years ago," he continued, "raised the standard of educational requirements for entrance with the most satisfactory results. I think the time has arrived when we should take another advance step whereby the lecture and laboratory courses should be extended with a view of increasing the efficiency of our graduates and raising the status of the College. I would recommend that the Council at this session commit itself to the extension of the College course to two years, and appoint a special committee, investing the members with power to investigate the work of leading American pharmaceutical Colleges, and with instructions to consult with the Dean and Faculty of the College with a view to revising the curriculum and to further make a complete report as to the additional buildings, accommodation and equipment required ; also staff, fees, etc., and present their report to the Council within one year. I am of the opinion that it would be more advantageous and satisfactory to erect a new building to provide increased accommodation. I would recommend that if you appoint above committee that the same committee look into the matter of securing a suitable site for a new college building. The college having funds at its command might well consider the question of purchasing land for this purpose. If it be not used it can, in all

probability, be disposed of at an advance on the cost.

The thanks of the college members are due Mr. Johnston, chairman of the By-laws and Legislation Committee, and those associated with him, for their successful efforts in arranging with the representatives of the Medical Council for an amendment to the Medical Bill introduced at the last session of the Legislature whereby the druggists' interests would not have suffered had the Bill been passed."

In conclusion, Mr. Stewart stated that it was a matter of congratulation that the members of the College had so generally and promptly responded to the requirement of the by-law for the payment of the increased annual fee, which enabled the policy of connection with the C. P. A. to be carried out. The C. P. A. met in Vancouver in August, he said, and delegates will be appointed at a subsequent session of the Council to represent the O. C. P.

Following a motion by G. E. Gibbard, and seconded by Mr. Case, the address of the President was referred to a special committee consisting of Messrs. Watters, McLellan, Johnston, Jury and Gibbard.

Council then adjourned until ten o'clock on Tuesday morning.

TUESDAY, JUNE 4th.

At the opening of the morning session, Chairman Johnston presented the First Report of the Committee on By-Laws and Legislation. It contained several recommendations for the granting of applications for registration as apprentices. Amongst those favored by the committee were F. J. Bourke, North Bay; L. Pelletier, Cobalt; J. W. Mayor, Toronto; W. L. Wood, Toronto; D. S. Routledge, Toronto; E. J. Weyer, Campbellford; Elsie Preston, Fort Francis; A. F. Astley, Toronto; J. A. Pape, Toronto; W. Pole, Sarnia; C. Rudell, Galt; W. M. Cudey, Strathroy; H. Zilliax, Berlin; I. Pillon, Ottawa. All of the applicants will be required so produce the necessary documentary evidence.

Moved by Mr. Johnston, seconded by Mr. McLellan, and carried that the report be adopted.

Registrar Graham then reported a report of the finances of the College as follows:

REGISTRAR-TREASURER'S REPORT.

Toronto, May 27, 1912.

To the President and Council of the
Ontario College of Pharmacy:

Gentlemen,—In presenting my semi-annual report of the College finances ending May 25th, 1912, I beg to say that I have given the inspection of sales of Cocaine all the spare time at my disposal, and good results are indirectly visible through Police Court Investigation and a larger sale of Poison Registers, thus proving the actions I have taken are along educative lines as to necessary requirements in observing the laws.

Sixteen physicians have paid the M.D. registration fee, viz.:—P. C. Casselman, Morrisburg; A. Ross Alguire, Cornwall; R. D. Lane, Priceville; J. J. Hamilton, Bethany; D. A. McClenahan, Waterdown; H. L. Minthorn, Timmins; G. N. Thomas, South Porcupine; J. H. Soady, Haliburton; J. A. McInnes, Porcupine; J.A. Campbell, Swastika; H. R. Holme, Toronto; P. C. Banghart, Dorchester; R. R. Montgomery, Fordwich; C. E. McCutcheon, Nipigon; J.A. Delvin, Stratford, and W. H. Cody, Mount Forest.

All have been registered except Drs. C. E. McCutcheon and W. H. Cody, who have not yet presented proof of qualification.

The number of renewals issued since last report is as follows:

1899	1 at $4.00	$ 4.00	
1900	1 at 4 00	4.00	
1901	1 at 4.00	4.00	
1902	1 at 4.00	4.00	
1903	1 at 4.00	4.00	
1904	1 at 4.00	4.00	
1905	1 at 4.00	4.00	
1906	1 at 4.00	4.00	
1907	2 at 4 00	8.00	
1908	2 at 4.00	8.00	
1909	2 at 4 00	8.00	
1910	2 at 4.00	9.00	
1911	28 at 4.00	112.00	
1911	54 at 2.00	108.00	
1912	1192 at 3.00	3,576.00	
1912	6 at 2.00	12.00	
1912	24 at 1 00	24.00	
1912	22 at 4.00	88.00	
			$3,984.00
Less (as itemized in Statement of Ledger)			48.00
			$3,936.00

I beg to submit the following statement of receipts and disbursements for the term ending May 25th, 1912.

RECEIPTS

Cash on hand (last audit)	$ 22.84	
Balance Bank of Commerce(Gen. Account)	3,448.65	
Balance Bank of Commerce(Sav. Account)	2,985.53	
Apprentice Registration Fees	47.00	
Deposit Fees	515.00	
Examination Account	1,060.00	
Infringement Account	400.00	
Lecture Fees	9,164.00	
License Sales Registers	4.46	
Entrance Fees	45.00	
McGill Street Property	558.00	
Ontario College of Pharmacy	.40	
Poison Sales Registers	40.34	
Certificates for File	10.00	
Reciprocal Registration Fees	50.00	
Diplomas	45.00	
License Fees	3,984.00	
Supply Account	24.02	
Interest Account	176 03	
M. D. Registration Fees	64.00	
Canadian Formulary	6.32	
		$22,650.59

DISBURSEMENTS

Apprentice Registration Fees (refunds)	$ 2.00
Auditors	10.00
Coal Account	37.00
Deposit Fees (refunds)	8.21
Divisional Committee	50.00
Examination Account	1,037.83

Gas and Light Account	53.98	
Infringement Committee Account	608.63	
Insurance	47.50	
Lecture Fees	25.00	
Law Account	382.45	
Entrance Fees	2.00	
McGill Street Property	54 58	
Ontario College of Pharmacy	361.38	
Certificates	5.00	
Council Meeting	631 90	
Postage	86 00	
License Fees	48.00	
Supply Account	766.77	
Interest Account	10.02	
Salary Account	8,256.66	
By Laws and Legislation Account	74.30	
Canadian Pharmaceutical Association	504.00	
Water Account	69.64	
Cash on Hand	52.31	
Bank of Commerce (General Account)	4 332.59	
Bank of Commerce (Savings Account)	5,129 84	
		$22,650.59

ASSETS

College Lot	$ 5,000.00	
College Building	33,529.34	
McGill St Property	6,641.00	
Furniture	4,135.00	
Apparatus	8,194 35	
Supplies	875.00	
License Sales Registers	106.40	
Poison Sales Registers	19.80	
Canadian Formulary	62.01	
Outstanding Accounts	77 50	
Outstanding Rents	15 00	
License Renewal Fees (Estimated)	261.00	
Cash Balance	52.31	
Bank Balance (General Account)	4,332 59	
Bank Balance (Savings Account)	5,129.84	
Central Canada Loan & Savings Co. (Debenture)	3,000.00	
Canada Permanent MortgageCorporation (Debenture)	2,000.00	
		$73,431.14

LIABILITIES

Salaries	$ 346.67	
Outstanding Accounts	94 78	
Deposit Fees (Refund) Estimated	540.00	
Balance	72,449.69	
		$73,431.14

STATEMENT OF
THE JOHN ROBERTS SCHOLARSHIP FUND

Balance last audit	$3,349.11	
Bank of Commerce (Interest)	5.40	
Canada Permanent Mortgage Corporation (Interest)	60.00	
		$3,414.51
Less—H. C. Fairbanks (Diplomas)		85 00
Balance		$3,329.51

Toronto, May 31st, 1912.

We beg to report that we have examined the books and vouchers of the Registrar Treasurer and have found them correct.

J. H. MacKenzie,
James Watt, Auditors.

After the statement had been read, it was decided to adjourn until ten o'clock on the following morning.

WEDNESDAY, JUNE 5th.

The report of the Executive and Finance Committee was presented at the opening of the session, when all the members were present, Mr. Stewart being in the chair.

The report recommended that the Registrar's financial statement be adopted and printed in the records of the Council. That the Registrar be authorized to accept six years of arrears and fee for present year in full of indebtedness to O. C.P. from J. A. Stuart, of Listowell; that the Registrar be authorized to increase the insurance of the College building and contents if necessary after the same had been valued by an expert, and that $4,000 of cash in bank be invested in approved bonds.

The report of the Education Committee contained several matters of importance. Chief among these dealt with a communication from the Pharmaceutical Association of Ireland regarding reciprocal registration. The committee recommended that the principle should be adopted of extending to this body recognition of standing similar to that accorded to the Pharmaceutical Society of Great Britain, and that graduates of the Pharmaceutical Society of Ireland should be allowed to register in Ontario on a parity of standing with the Pharmaceutical Society of Great Britain. The committee also expressed the hope that the P. S. of Ireland might be empowered by Parliament, at an early date, to reciprocate in registration of qualification.

The application of Colin McLellan, who applied for a Botany medal on the strength of his standing at the examination of 1911 when he obtained equal marks with the candidate to whom the medal was awarded, should be granted.

Mr. Gibbard then gave the following notice of motion:—"I beg to give notice that I will at the next meeting of Council move to amend by-law No. 12 by striking out the words "a specified form of certificate showing that the applicant has entered into a" inserting therefor the words "his written" and also striking out in the last line the words "giving the applicant's age," and inserting therefor the words "also furnish evidence of his age."

Following the motion of Mr. E. Case, the Council adjourned until three o'clock in the afternoon.

On meeting again, Council went into committee of the whole for the purpose of considering the report of the Education Committee, which had been tabled on the suggestion of the Chairman, Mr. Henry Watters, at the morning session. The report was discussed clause by clause, after which the Committee rose, and on McLellan's motion declared the report carried.

With President Stewart in the chair, Council resumed session again and formally adopted the report.

The report dealt with a number of applications for registration, included amongst which was one from Mr. T. Hamilton, of Brantford, who holds a British Minor qualification certificate, and requested acceptance of this for registration

in the province. The Committee recommended that his application should be granted, on production of the necessary document and the payment of $60, which sum is practically the equivalent of the fee required by the Pharmaceutical Association of Great Britain. They also deemed that this case should be a precedent for the Registrar to follow when asked by applicants having similar qualifications.

THURSDAY, JUNE 6th.

Report No. 2 of the By-Laws and Legislation Committee was presented by the Chairman, Mr. A. J. Johnston at the opening session. The committee referred to the letter of Mr. A. J. Coyne, of Timmons, respecting physicians acting as druggists, but pointed out that the onus for this state of affairs rested with the Ontario Legislature, which up to the present had declined to afford relief to the pharmacist. Mr. Coyne had written his representative, Mr. C. T. Adams, and the communication was referred to the committee to deal with.

The committee regretted that they had been unable to accomplish the enforcement of the Dominion Drug and Opium Act in compliance with a resolution passed at the last session of the Council.

They recommended that Leonard Haight, of Picton, and Earl Lever, of Toronto, be granted the right to register as apprentices upon production of the necessary documents.

The report of the Special Committee on the President's address was then read by the Chairman, Mr. McLellan, and afterwards discussed clause by clause. The report took issue with the president's statement in regard to the unsatisfactory conditions of the drug trade declaring that they were unable to state this view.

Your Committee cannot discover any cause for dissatisfaction," said the report, "and further, that at no time in the history of the retail pharmacy have the rewards of enterprise and energy been so marked."

The Committee endorsed the complimentary references to Mr. Johnston, Chairman of the Committee on By-Laws and Legislation, for effective efforts in opposing objectionable legislation affecting the conduct of retail pharmacy. They also shared the gratification expressed by the President on the acceptance of the principle of reciprocal registration by the Pharmaceutical Society of Great Britain. The Committee was pleased to note the decrease in sales of habit forming drugs, and the effective service rendered by the Registrar-Treasurer in oversight of sales of cocaine.

In conclusion the report said :—"Your Committee agrees with the view that this College should keep pace with the most advanced aids to efficiency in pharmaceutical equipment, and should not be satisfied with anything less than the most approved methods of instruction, and would recommend that the Council give effect to the suggestion to compile a full report of the needs of this institution, and report within a year, and to that end would recommend that a special committee be appointed at this session to carry out this intention. We recommend that this committee, in co-operation with the Dean, be authorized to make such revision of the course of studies at this College as may embrace lectures on practical subjects connected with the commercial side of Pharmacy, and to ascertain the feasibility of introducing a two years' course with our present building accommodation and to report on the additional cost of same at next meeting of Council."

The report of the Committee was discussed clause by clause by the Council which resolved itself into a committee of the whole, finally adopting the report en bloc.

A resolution was introduced by Mr. Gibbard, seconded by Mr. Johnston, and carried, as follows :—"That the Registrar-Treasurer be instructed to communicate to the Canadian Pharmaceutical Association the correspondence and a statement of the situation which developed in administering the Act governing sale ofcocaine, morphine, etc., as presented in report of the Committee on By-Laws and Legislation, and urge action by that body in forwarding the purpose of that Committee to secure the amendment to the Federal Act."

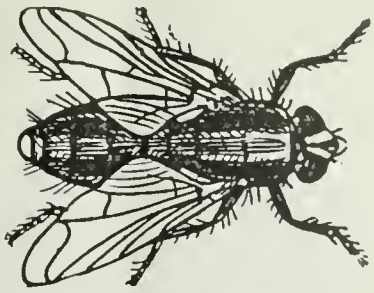
Council then adjourned to meet at two o'clock in the afternoon.

At the afternoon session President Stewart announced that Messrs. Gibbard and Jury had been excused by the President from attending further sessions of the present meeting of the Council. Chairman Wigle presented the report of the Infringement Committee, which, on motion of the Chairman, seconded by Mr. Worden, was received and adopted.

REPORT OF INFRINGEMENT COMMITTEE.

The Committee reported that since the last session, the inspector had investigated complaints from Delta, Newboro, Brockville, Mille Roche, Stratford, Neustadt, Holstein, London, Kirkfield, Omemee, Downingsville, South Porcupine, Timmins, Aura Lake, Cochrane, Swastika, Cobalt, North Bay, Fort William, Brantford and Toronto.

Convictions has been secured in several cases, chiefly for keeping open shop, selling poisons, and conducting branch stores without a graduate in charge. The fines varied from $20 to as



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as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

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get familiar with the many uses of Gillett's Lye, and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant —it's a sure trade bringer.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

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high as $60. The Inspector had also collected arrears of fees from the following persons :—S. M. Scott, Mille Roche, $2, and W. M. Brown, Neustadt, $5. In all, as the result of the efforts of the committee, the total sum collected amounted to $451. The disbursements for the work exceeded the receipts by $154.65. This was accounted for by the fact that heavy expenses were entailed during the investigation of cases in Cobalt and Porcupine.

The report noted with pleasure that not a single conviction for the sale of cocaine by druggists of the Province had been recorded during the past six months.

The Committee noted that complaints had been received from rural parts of the province to the effect that general and hardware stores were selling Formaldehyde, and Crude Carbolic acid. They suggested that when complaints were made to the Registrar the name of the merchant should also be furnished in order that his attention might be directed to the fact that he was infringing the Pharmacy Act.

The Committee again directed special attention to the omission of druggists in neglecting to display their certificates as required by law.

The Report No. 2 of the Committee on Education, which was presented by the Chairman, Mr. Watters, recommended that Charles A. Lee, of Porcupine, and S. J. Mackey, of Cochrane, who had lost their diplomas by fire, should be granted new ones. They also granted the application of James Winterborn, of Winnipeg, who asked for a new diploma to replace the original which had been lost or stolen.

Dealing with the provisional suggestion of the Pharmaceutical Society of Great Britain regarding a basis of reciprocity agreement, the report said : "Your Committee having given full consideration to the suggestions presented, we would recommend their adoption as sufficient and satisfactory to this College, and that the Registrar-Treasurer be instructed to take the usual steps to acquaint the proper authorities with this decision. We would suggest that applicants for reciprocal registration be required to submit evidence of identification by means of photographs or otherwise at time of application."

The Committee recommended that Mr. Crouch be appointed librarian at a remuneration of $25 per annum in addition to his present salary, the increase to date from September, 1911.

On the motion of Mr. Robertson, seconded by Mr. Adams, a special committee consisting of Messrs. Stewart, Johnston, Watters, McLellan, and the mover were formed to collect data in regard to the reorganization of the curriculum, and the fitness of the present building for the same. The committee is to deal with work outlined in the special report of the committee on the President's address. The motion was carried.

Council then adjourned until ten o'clock Friday morning.

FRIDAY, JUNE 7th.

The final session of the Council was commenced by the reading of the report No. 3 of the Education Committee, which contained the following recommendation :

"Re renewals of contracts with the Faculty, your committee recommend renewals be made on the following basis, viz.:

Prof. Heebner, $3250.
Prof. Paul Scott, $1200.
Prof. Dr. Fotheringham, $800.
Prof. Dr. Chambers, $1500.
Prof. Geo. Evans, $1200.

The Committee also recommended that a revision and readjustment of examiners should be arranged, and appointments made at the November meeting of Council.

The report was referred to the Committee of Executive and Finance, who subsequently presented report No. 2 which recommended that contracts with the following be renewed at the remuneration stated :

Prof. Heebner, from $3,000 to $3,250.
Prof. Paul Scott, from $1,000 to $1,200.
Prof. Fotheringham, from $750 to $850.
Prof. Chambers, $1,500.
Prof. Evans, from $1,000 to $1,200.

The Committee recommended that the same form of contract be entered into with the Registrar on the following basis :

Minimum salary $2,000, and an annual increase of $100 until maximum of $2,500 is reached. The increase of the Registrar to date from June 1911,

The report was discussed clause by clause, and after an animated debate, was eventually carried.

It was then moved by Mr. Henry Watters, and seconded by Mr. Robertson, that the Registrar be instructed to forward the sympathy of the Council embodied in a resolution to the family of the late Mr. B. A. Mitchell, of London, who for many years had been one of the leading druggists in the province. The motion was carried unanimously.

It was moved by Mr. McLellan, and seconded by Mr. Robertson, that in drawing up new contracts with the Professors of the College the words which permit of their terminating such contracts on December 31st of any year should be struck out, and the words May 31st be substituted for the words June 5th. The motion was carried.

On motion of Mr. Wigle, seconded by Mr. Watters, the Council adjourned until the third Monday in November, or at the call of the President.

ANNUAL MEETING OF DISTRICT NO. 13, O. C. P., HELD AT WINDSOR, ONT.

June 18th and 19th, 1912.

The annual meeting of the above district was held in Windsor on the above dates, and was the most successful in the history of this district, a pleasing feature being the attendance thereat of Mr. Alex. Stewart, of Guelph, President of the O. C. P., and Mr. W. B. Graham, Registrar of the O. C. P.

When the meeting opened at 2.30 p.m. on Tuesday there were some thirty-four present. Mr. C. H. Gunn, President, occupied the chair, and after the adoption of the minutes of last year's meeting he called on the district representative, A. J. Johnston, of Sarnia, for his report. Mr. Johnston briefly and concisely outlined the work of the Council during the past twelve months, touching more particularly on the work of the By-Laws and Legislation committee, referring to the fact, as well, that a committee had been appointed to inquire into the extension of the College course.

Following this was a paper read by Mr. J. W. Petch, of Walkerville, on "Some Every-day Problems in a Drug Store, and Side Lines that could be Profitably Carried." This was exceedingly interesting, and after some slight discussion, the President called on Mr. Alex. Stewart for an address. After expressing his pleasure at being present and congratulating the district on the successful meetings that they had held in the past, Mr. Stewart went into the educational phase of the College work. After carefully reviewing this, he touched on the extension of the College course, pointing out that in order to successfully cover the work laid down by the curriculum it was almost essential to have a two year course. He dealt with the question from different standpoints, and asked that the meeting thoroughly discuss the points at issue. On Mr. Stewart resuming his seat, this question was under lively discussion for more than an hour. Mr. Wilkinson, of Windsor, took the position that our College course as at present constituted was sufficient for the needs of an every-day drug store, and advanced the idea that for this training, to go further, a post graduate course might be established, Mr. Graham, Mr. Wilson, Mr. Gunn, Mr. Dale and several others arguing the points at issue.

At 5.15 the meeting adjourned, the party accompanying the representatives of Frederick Stearns & Company, and Messrs. Scilly & Company in their launch some seven miles down the river to "Shore Acres," and after enjoying a sumptuous repast, Mr. Smith, general manager of F. Stearns & Co., and Mr. Warmley, of Scilly & Co., expressed the pleasure it gave them to meet and entertain the druggist of District No. 13. Mr. Johnston, on behalf of the District, replied.

The regular session was then resumed, Mr. Gunn in the chair. A much appreciated paper on "Pharmacy Laws" was then read by Mr. A. B. Johnston, of Sarnia, after which a stirring address on the general work of the O.C.P. and its management was given by Mr. Graham. The meeting then again took up the discussion of the second year course, and after considerable discussion (during which time a resolution had been moved disapproving of the extension of the course), it was decid d to withdraw the motion, to allow a few weeks to elapse, when, after each member had had time to weigh the question thoroughly, the District Representative was to write each member asking his decision as to the advisability of the introduction of the above course,

Mr. J. F. Roberts, of Parkhill, then spoke briefly, and after votes of thanks to Messrs. Stewart, Graham and Roberts, and the re-election of last year's officers, the meeting adjourned and the members returned to Windsor.

Next morning a visit was paid to the chocolate manufactory of F. Stearns & Company, Detroit, after which the gathering became the guests of Messrs. Park, Davies & Company, who had arranged luncheon at the Wayne Hotel, Detroit. Before the members left the dining-hall the following resolution was adopted and ordered to be forwarded to the "Canadian Pharmaceutical Association :"

"It is hereby resolved by the members of District No. 13 of the O. C.P. in annual meeting assembled, that we express our disapproval of the policy of all such wholesale drug houses and manufacturers who place on commission or sell to other than regular drug stores, which we deem the proper channel for the distribution of drugs and medicine and pharmaceuticals. We urge the Canadian Pharmaceutical Association to continue their opposition to this feature of the trade. And the Secretary is hereby instructed to forward a copy of this resolution to the Secretary of the C.P.A."

Moved by Mr. Petch, of Walkerville, seconded by Mr. Ramose, of Brighton, that this be adopted, which was carried without a dissenting voice.

Under the lead of Mr. Grant, of Parke, Davis & Company, the party then adjourned to the Detroit baseball grounds and witnessed the game between Cleveland and Detroit, after which the party broke up, returning to their several homes, confident that they had spent two profitable days discussing matters of interest and getting better acquainted.

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Guaranteed pure and especially suitable for Anaesthesia by Inhalation, therefore preferred and in daily use by prominent Physicians and Hospitals all the world over.

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Keep well stoppered in a cool place. Its vapor being highly inflammable, administer only by daylight or electric light.

The Leading Line

Beecham's Pills

- Notice to the Trade -

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion, and the fact that Beecham's Pills are so well-known and valued by the residents who have come from the British Isles, the demand is rapidly increasing, and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price. The following firms are the Distributing Agents:

All Depots and Branches of the National Drug & Chemical Co. of Canada, Limited.
Messrs Lymans Limited., Montreal.
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WHOLESALE PRICES:

Less than one dozen	$2.30 per dozen	less 5%
One dozen	2.20 " "	
Six dozen	2.10 " "	

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the mos popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5 35	½ Gross
¾ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

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SPECIAL LINES which should be in every high-class drug store:

"Theatre Chocolates"
"Private Stock Chocolates"
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(in one-half and one pound packages)

"A Matter of Good Taste"

Write us for terms and proposition if we are not represented in your locality.

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Your Profit 100 per cent When You Sell

THE KILLKORN SAFETY CORN SHAVER AND Callous Remover

Price 50c

Money-back-guarantee Coupon with each Killkorn

This wonderful little invention for human necessity is indispensable in nearly every home.

Sells at Sight — Does the Work
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In Leatherette case with 2 scientifically tested German Steel Blades

Order from Jobber, $3.60 Doz.

Special Discount Gross Lots

If your jobber cannot supply you, Write to us.

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PHARMACY IN GREAT BRITAIN

Annual Meeting of Pharmaceutical Society—A Chemist's Friendly Society—Sale of Proprietary Medicines—General Medical Council—Drugs and Chemicals.

(From our London Correspondent.)

Pharmacy in this country is evidently making considerable progress if we may judge from the proceedings at the seventy-first annual meeting of the Pharmaceutical Society. The President, Mr. C. B. Allen,. was able to present a very satisfactory report on the work of the year, and with a membership of seven thousand, an improved system of organization and a businesslike Council, there is no reason why the recent progress should not be continued in the future. It is worthy of note that at the Council election in May, the President was elected at the top of the poll. At the June meeting of the Council Mr. Allen was unanimously re-elected President of the Society, with Mr. Edmund White, Vice-President, and Mr. W. H. Gibson, treasurer.

A Chemists' Friendly Society has been formed by a number of chemists and assistants to meet the requirements of the National Insurance Act. It was felt that the craft should follow the example of members of other trades, and form a society of their own. It is estimated that there are about five thousand chemists' assistants in Great Britain, the vast majority of whom do not pay income-tax, and therefore, they come under the scope of the Act. These assistants are regarded as very healthy "lives" from the insurance point of view, and by forming an approved Society of their own they can secure better benefits than by connecting themselves with the larger Societies. The headquarters of the Society are at Glasgow, and membership is open to all skilled workers in pharmacy.

The Committee of the House of Commons, which is inquiring into the sale of proprietary foods and medicines, has commenced its sittings, and some very interesting evidence has been called. Officials from the Privy Council, the Home Office, the Public Prosecutor's Department and the medical editor of the British Pharmacopoeia have given evidence. During the ensuing few weeks it is expected that important pharmaceutical witnesses will be called. The papers are publishing adequate reports of the proceedings, and the inquiry will be continued for several months. A committee of the Pharmaceutical Society is watching the proceedings on behalf of pharmacy.

Considerable interest has been aroused at the action of the General Medical Council in striking off the Medical Register the name of a doctor as the result of his association with the Sandow Curative Institute. At the half yearly meetings of the Council several penal cases came up for consideration, and it often happens that the Council having heard evidence for and against an accused doctor decides to strike his name off the register for "disgraceful conduct in a professional respect." There is no appeal from the Council's decision, and the case of Dr. J. R. Wallace who merely assisted Eugene Sandow, who while not registered, has yet practiced in his particular vocation with astonishing success, has called forth a storm of comment. The canons of medical etiquette are doubtless based on ancient foundations, but in the twentieth century, a little allowance has to be made for the spirit of the age.

A city authority writes me from Mincing Lane as follows:—"Business in the drug and chemical market has been seriously affected by the strikes of workers owing to the difficulty experienced by buyers and others in the obtaining deliveries from the Port of London. Happily there seems a possibility that the strikes will be completely settled before many days, and, in fact already a large proportion of the men have gone back to work after the entreaties of their leaders. The most noteworthy alteration in prices during the month has been the advance in the value of bromides. Although this increase has been expected, it took many buyers by surprise at the last moment, as they had, perhaps, forgotten that an advance was imminent after waiting for so long. There is no alteration in the prices of iodides, but buyers are very wary; notwithstanding that all sales are made with a reduction clause. Opium steadily continues to decline, in view of the prospective arrival of a new crop from Turkey which is expected to be a good one; few sales have been effected, and buyers are hoping for a substantial one as soon as the new crop comes on the market. Morphine and codeine are both lower. There has been no alteration in the price of quinine since the last advances, but the article continues firm and in fair demand. Santonin has been advanced in price and there seems no limit to the syndicate's idea of the value of this product.

PRESCRIPTION DEPARTMENT.

The following rules have been prepared by the St. Louis Pharmaceutical Society and printed on cardboard for distribution among the members:

1. Do not substitute either in brand or quality thereby jeopardizing my or our reputation.

2. When in doubt in compounding a prescription—as to legibility, dose or article intended by the physician, consult the proprietor or manager and if unable to do so, consult the prescriber—in no case compound the prescription unless you are positive.

3. Before consulting the prescriber, consult text-books, price lists, and other reference books; be prepared to enlighten the prescriber should it be necessary.

4. Prescriptions filled at this store are not public property. Prescribers are only permitted to see their own prescriptions and no other.

5. When conversing with physicians regarding prescriptions, be calm, and clothe your language in genteel words.

6. Should you be unable to compound a prescription, as written, endeavor to hold the prescription and if unable to do so, decline to compound it, offering an apology which will not reflect upon the prescriber nor the pharmacist.

7. Read the entire prescription before beginning to compound: do not hurry in compounding the prescriptions; it is an important safeguard; despatch however is essential.

8. Do not criticize a prescription by word or sign in the presence of the patron, or criticize another doctor's prescription with another doctor. He may think you may do the same thing with his prescription.

9. Conversation while compounding prescription will not be tolerated. Do not allow loafing in your prescription department.

10. The presence of other than employees behind the prescription counter is not permitted.

11. Always dispense and give preference to U. S. P. and N. F. preparations unless otherwise specified by the prescriber.

12. Shake labels, External Use labels and other labels of this character must be affixed.

13. Neatness and cleanliness in the appearance of containers, such as bottles, boxes, capsules, labels and wrappers are the points by which the public and physicians judge the pharmacist—hence the observance of this rule is paramount.

14. Soluble remedies when dispensed in solution must be strained or filtered if necessary.

Insoluble mixtures must be made by the aid of mortar and pestle and must be homogeneous.

15. Ointments must be compounded on slabs or in mortars, and must be homogeneous.

16. The prescription counter, contents, apparatus, mortars, spatulas and all other working material must be kept in clean condition and in order.—Meyer Bros., Druggist.

SUBSTITUTES FOR LINSEED OIL AND BOILED OIL.

An increase in the price of raw material is usually followed by the appearance of substitutes, and this has been particularly the case of late in the varnish industry. Now linseed oil, which is one of the most indispensable materials for the paint and varnish industry, has been drawn into the circle of enhanced prices; and it seems probable that the rates for this material may rise to a prohibitive figure. Substitutes for this oil are already making their appearance. The property of linseed oil to form, when exposed to the air, an elastic skin which resists atmospheric influence for a long time, coupled with its good drying and binding properties, are so specific that it is difficult to find any other material uniting them all. The apparently most feasible practice of adding mineral oils or rosin oils in varying proportions turned out to be irremediable defects, the mixtures being entirely unsuitable for a number of purposes. Such mixtures never dry completely, but remain tacky for a long time, and even when they have become apparently dry they show tackiness again from some unexplained cause. In addition, mineral oils have the defect of producing a greasy bloom on the dried mixture, and the layer of paint is not coherent, as it is with linseed oil alone, but crumbles when dry. Another plan adopted was to mix rosin with mineral oils, so as to obtain liquids of a character more nearly resembling varnishes, diluents being employed to reduce the mixture to the desired consistence. In this way, it is true, substitutes are obtained that will do for unimportant purposes, but they merely serve as a binding medium for pigments and can never be used for important work or for varnish making.

Previous experience tends to produce the conviction that a good substitute for linseed oil for these purposes can be produced by the use of Chinese wood oil. There are, however, a number of vegetable oils more or less endowed with drying properties: Soya bean oil, Niger oil, maize oil, etc. Experiments have demonstrated that these oils can be made with linseed oil to produce fairly good paint oils, since,if used in certain proportions, these oils do not appreciably retard the drying of good linseed oil. But the employment of these oils presupposes that they can be obtained at a price below that of linseed oil, since otherwise no advantage is gained on the score of cheapness: and here we are faced with the noteworthy circumstance that the price of all these oils has gone up as soon as there seemed a prospect of increased consumption. The proportion in which these oils can be used is not more than one-third to two-thirds of linseed oil; otherwise the drying of the latter is retarded and the product will no longer fulfil requirements.

Of the oils referred to above, as of unknown

CHOCOLATE 'BORDO'

The Chocolate That's Different.

We wish we could bring home to every man, woman and child in Canada the fact that Chocolate **"BORDO"** is different from any other chocolate on the market.

We are convinced. Many, many dealers are as positive. But we would like everyone to know the fact, to realize the especial **"UNIQUENESS"** of this confection.

Mr. Merchant, if we were not absolutely convinced, if we did not honestly believe and know from a vast experience that **"BORDO"** had merit worthy of the consideration of every merchant in Canada—think you we would waste such energy, spend such money, telling you about it day after day, week after week?

"BORDO" once bought will attract trade, because the quality never varies.

"BORDO" has a filling that is different to all other chocolates.

"BORDO" contains a flavor that is not forgotten. It is unique.

We will gladly send you samples of **"BORDO,"** and we confidently believe that if you stock them once you will repeat the order many times. You will win new trade and hold the old.

WILL YOU be the "BORDO" Merchant in Your Town?
No Time Like The Present To Say So.

The Montreal Biscuit Co.

Manufacturers of Biscuits and Confectionery

MONTREAL

Hangers and Calendars Free for the asking. Get some.

origin, one variety furnishes with linseed oil a paint oil that is difficult to distinguish from pure linseed oil; and, indeed, the mixture is paler in color and less liable to tinge pigments yellow than the pure oil. Again, certain non-drying oils will give satisfactory results when mixed with linseed oil, though others, such as rape oil, are quite unsuitable. It is true that non-drying oils when made up into paint and spread out very thinly, can be made to dry very nearly as well as linseed oil paints, by exposing them to the action of a high temperature; but in practice it has not hitherto been found impossible to fulfil this condition. The only way to impart drying properties to these oils is by treating them in the cold with extremely small quantities of metallic substances, some of which are not regarded as driers at all. In any case, mixtures of rosin, rosen oilers and mineral oils can never form efficient substitutes for linseed oil. —Chem. Rev. Fett- u. Harz-Industrie.

THE HOT PLATE A HANDY DRUG STORE APPARATUS.*

By Joseph L. Mayer.

It is remarkable that in connection with all the exhibitions and demonstrations of handy drug store apparatus, mention is never made of the hot plate. The hot plate is simply a flat sheet of iron which is supported either by a metal tripod, or, if purchased, the best form is that with removable legs. To avoid rusting of glassware, it is well to place a sheet of very thin asbestos paper on the top of the iron. Of course the heat is an ordinary bunsen burner or any other convenient means.

Among other advantages is the fact that by moving the material being heated either nearer or further away from that portion of the plate where the flame is, varying temperatures are obtained.

In determining sugar volumetrically, using potassium ferrocyanide in the solution as an indicator, the process is easily carried out by placing the beaker containing the Fehling's solution, etc., on the hot plate, and heating until the liquid boils; and after each addition of sugar solution putting the beaker back on the plate at a point which is just beyond the zone where the solution boils. In this manner, very accurate results are obtained.

The hot plate is an invaluable aid in drying glassware.

An attempt to call attention to the innumerable uses for the hot plate would consume too much time. Suffice it to say that its use presents so many advantages over the method of using a wire gauze, that the wonder is how so many pharmacists do without it.

*Read at the 1911 Meeting of the New York State Pharmaceutical Assoc'n.

RESOSALYN: A NEW ANTISEPTIC.

This new soluble antiseptic is composed of the following ingredients, and prepared as follows:

Resublimed resorcin 22.2 gms., caustic potash 11.2 gms., are melted together over a gentle flame in a large porcelain dish; sodium sulphovinate 33.2 gms. and salicylic acid 22.6 gms. are added, the heat being continued until complete fusion results, when camphor, 25 gms., is added. Then boric acid 20 gms., borax 60 gms., benzoic acid 25 gms., terpin hydrate in fine powder 8 gms., sodium benzoate 15 gms., glycerin 200 gms. and water 200 gms. are added. The mixture is then heated to 80 degrees centigrade on a water-bath to complete solution and filtered through cotton. This solution is odorless and freely miscible with water and is said to have marked antiseptic properties.

TO GIVE SOLUTIONS OF POISONOUS SUBSTANCES A DISTINCTIVE COLOR.

It is the practice with some pharmacists to color poisonous solutions (such as those of corrosive sublimate) with some indifferent coloring matter in order to distinguish them from other preparations. The dyes generally used for this purpose are methylene blue, eosin, fuchsin, etc. Dr. Thibonneau, of Cannes, writing in the Gazette Medicale de Paris, suggests that for every poisonous substance in solution a definite color be used, and that it be added in quantity proportional to the quantity of substance dissolved, so that the tint of the solution indicates its concentration. He always prescribes for one gram of corrosive sublimate two milligrams of methylene blue, or 60 drops of a solution 1:1000. For 200 c. c. of a solution of corrosive sublimate, 1:1000, the quantities would be:

Mercuric chloride	0.05 gram.
Water	200.00 c. c.
Solution of methylene blue (1:000)	2 drops.

CLEANING PLATE GLASS.

Most pharmacists, who are located in the regions where the illuminating medium is natural or artificial gas, have experienced considerable difficulty with a peculiar greasy deposit on plate glass windows, mirrors, etc., which gives to them a bluish appearance regardless of the amount of energy expended in the cleaning, says Charles S. Herron (Proceed. Pa. Pharm. Assn.) If after having followed the ordinary procedure of cleaning a piece of glass a small sack be made of coarse cheese cloth and filled with lamp black and the glass thoroughly polished with this and then polished with a clean cloth, it will assume a brilliancy unobtainable by any other means. —Merck's Report.

Two of the most popular medium priced perfumes of to-day. The cards as shown have a unique three sided sample bottle attached to them. With an order for Regal goods we send a supply of these to help you. A practical way of making sales for you. Regal Brise-Charmante and Regal Jack Rose perfumes, lotions and toilet waters are in demand all over Canada to-day. No better values.

Rigaud's "Mary Garden"

The name "Mary Garden" was registered and copyrighted in Canada in February last. Beware of imitations and avoid the risk of selling spurious goods. The responsibility rests with the retailer.

Atkinson's Poinsetta

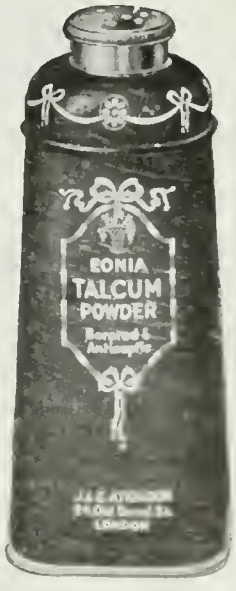
Perfume, Powder, Soap, Lotion and Sachets

Certainly in a class by itself. What the leading actresses say about Poinsetta :—

"Its soft dreamy character lends it a very distinctive charm."—Phyllis Dare.

"I think Poinsetta the most delightful scent I have ever found."—Gabriella Ray.

"I am surprised that a perfume of such rare charms and delicacy can be obtained for so low a price. Poinsetta is unobtrusive but sweetly all pervading."—Olive May.



Atkinson's Eonia Talcum is something unique

Just look at the cut

J. Palmer & Son, Limited

The Canadian Specialists in Perfumery and Toilet Goods.

5, 7, 9 De Bresoles Street, MONTREAL

FOR PRICES OF

Surgical Dressings

APPLY TO

NEW CHARFORD MILLS, BIRMINGHAM.

Southall Bros. & Barclay, Ltd.
(Established 90 years.)
WHOLESALE ONLY.

Manufacturers of
LINTS, ABSORBENT COTTONS & GAUZES at the MILLS, BIRMINGHAM and BROMSGROVE.

Agents for Canada—
MAC LEAN, BENN & NELSON, LTD 525, St. Paul Street, MONTREAL.

EFFICIENCY — DURABILITY — BEAUTY — ECONOMY

DRUGS

Costs only 2c per Hour for Current

Protected by Patents

Saves 80 per cent. Reads further.

This double faced Electric Sign is 2 ft. wide, 7½ ft. long, with 12 inch illuminated letters.

Manufactured and owned exclusively for Canada.

The Macey Sign Co.

Office & Works—121 Brock Ave., Toronto, Ont.

AUTOMATIC SYPHON

which can be used for drawing off of Lye Acid, Acetic Acid, Hydric Chloride, Sulphuric Acid, Nitric Acid, Fluoric Acid, Chemical Solutions, Salammoniac, Benzine, Oil, Wine, Beer, etc., etc.

No sucking	No evaporating
No bubbling over	No burning
No breaking in pieces	No funnel
No overflowing	No double filtering

A pressure with one hand is sufficient. Thousands of Syphons are in use.

8 m m sh 14/- = $3.50. 11 m m sh 17/- = $4.22.
15 m m sh 20/- = $4.85

F.O.B. every place in the Dominion of Canada where a post office exists.

TERMS—Payment in advance, or postal orders.

Sole Manufacturers:
Universa Trading House, Berlin-Steglitz 27, Germany

Grube's Method

For Complete Eradication of
TOE CORNS, SOLE CORNS, BUNIONS, CALLOUSES, SOFT CORNS, HEEL CORNS.
Kills the Seed. Leaves Smooth Skin.

One Drop Corn Remover

ADVISE no cutting with knife.
USE eraser to remove hard part. Rub well.

APPLY "One Drop," covering corn completely to kill seed of the trouble; cover it with tissue paper; peel it off third day.

RESULT a normal smooth skin. Put cotton between toes when soft corns.

PRICE 25 CENTS

When Properly Applied, Gives Relief in 3 Minutes.
EXCELSIOR CHEMICAL COMPANY, 3100 State Street, Chicago.

$1.50 per dozen. Quantity price on application. Ways and means with initial gross to assure disposal of goods. During 1911 one medium size retail drug store sent four orders of one gross each, giving a profit of $82.80 the first season of selling the article.

AMERICAN MEDICAL ASSOC. MEETING.

The annual meeting of the American Medical Association recently held in Philadelphia proved to be one of the most important in many years. The committee appointed to report on anaesthesia, which was composed of the most eminent surgeons in the country, characterized the use of chloroform, ether and cocaine as absolutely unjustifiable, and numerous instances were given where patients had died the second or third day after operation, and where the doctors have declared that the operation was a success, but that the patient died of other causes. These deaths are lives sacrificed, and were due solely to the fact that surgeons did not realize how deadly the anaesthetic really was.

The report clearly states that ether should never be used without oxygen, and that there is no occasion for such a sleep producer now that newer methods have been discovered. Cocaine, worst of all anaesthetics, has made a race of fiends that are constantly looking to the man who first gave them their taste as the one who is responsible for their downfall.

The committee strongly urge the use of nitrous oxide, or as the drug trade call it nitrous oxid-oxygen. The advantages of this element or combinations of elements are many. They say that there are no bad after-effects, that it is non-poisonous; that by the use of oxygen the impure carbon dioxide which is breathed out of the lungs in health is replaced; that this process is perfectly natural, and that it gives the nitrogen a chance to produce a natural anaesthesia which stimulates sleep.

Probably the most interesting paper given was that of Dr. C. R. Davenport, of Cold Springs Harbor, N.Y., who, in very plain language, called upon his brother practitioners to war against deficients, and strongly urged marriage health certificates.

"It is the duty of every physician," said Dr. Davenport, "in the exercise of his broad functions as a eugenist, to warn young persons who are contemplating a choice that is clearly unfit. The rule of secrecy in family affairs enjoined upon physicians should not apply to prevent a physician from speaking in such cases, even as the laws in some States are requiring him to report a certain disease. Any rule of secrecy which acts against the progress of society, and especially against fitness for marriage, is a grossly anti-social—and therefore immoral—law and should be repealed.

"Knowledge that might well lead to conclusions is withheld in the blind following of a rule whose main motive is praiseworthy, but whose application is too broad. Inherited traits are not personal property, they come to the individual from down the ages out of the society of the past. They will be disseminated, if the person or his fraternity have children, into the society of the future.

"What right has the momentary possessor of the trait to claim it as his private and personal affair? A knowledge of this trait belongs to society. Is it not wrong for the medical profession to entertain these false ideals of the private nature of inherited traits?"

Dr. Davenport handled the subject in a masterly way, and if the profession could be persuaded to take this matter up seriously as it is intended by Dr. Davenport, the coming generations would live under new conditions, and the chances of mental and physical deterioration would be lessened.

EFFECT OF HYDROCHLORIC ACID ON PEPSIN SOLUTIONS.

It is well known that pepsin solutions lose strength when heated, and a mathematical relation has been established connecting the temperature and the velocity of decomposition. The influence of other factors has not been studied so carefully. Liebmann and Johannesen have taken up the study of the effects of hydrochloric acid of various strengths on pepsin solutions after standing for some time. Pepsin is often prescribed in hydrochloric acid solutions, and many preparations containing these two substances are on the market. Solutions were made up containing 5 g. of 1 :3000 pepsin, 45 g. of glycerol, and 50 g. of hydrochloric acid, the latter varying between 1 and 10 per cent. HCl. A series of titrations, using phloroglucin-vanillin as indicator, showed that 5 g. of pepsin combine with 0.42 g. of HCl, so that the actual concentrations of the seven solutions used, reckoned as free HCl, were 0.08, 0.33, 0.83, 1.58, 2.58 and 4.58 per cent. The proteolytic power of the solutions was then determined after the lapse of 3, 6, 9 and 14 days. Similar tests were made with a solution containing no acid. A steady decrease in the digestive power of the solutions was noticed, which was proportional to the time of standing, and to the concentration of the hydrochloric acid. The authors recommend that hydrochloric acid be omitted from pepsin preparations in the future, as its presence, even in a concentration which is equal to that of the gastric juice has a harmful influence on the proteolytic action of the ferment, unless the preparations are intended for immediate use. (Ugeskrift for Lager, 1911, No. 25.)

Aim high but be sure you draw a bead on something besides blue sky.

Courtesy to customers is a stock in trade that pays Standard Oil dividends.

STERILIZATION FOR DRUGGISTS.*

Prof. Henry J. Perry.

With the recent advances in medicine and surgery there have been increased demands upon the druggist for more modern methods and greater care in the preparation of certain classes of pharmaceutical supplies. That these materials should be sterile—free from microorganisms— is something that was unthought of but a few years ago, yet to-day the up-to-date druggist must be prepared to dispense sterile ointments, collyrii, dusting powders and solutions for hypodermic or intramuscular administration, and there are but few drug stores in which sterilized goods of some description are not to be found. To be sure, the latter are usually prepared by the wholesale manufacturer, for it has been found that obstetrical outfits, materials for surgical operations and dressings, such as gauze, catgut, silk, horsehair, silkworm gut and kangaroo tendon sutures, cannot be prepared outside of a special plant, such as is beyond the reach of the average druggist, and even in the most extensive plants it has become necessary to employ expert bacteriologists to check up each stage of the work in order to ensure absolute sterility.

While the preparation of this class of goods is beyond the druggist it is important, if he handles them, to know how to keep them in their originally sterile condition. It is sometimes forgotten that the breaking of a seal, the opening of an envelope or the removing of a pin from a package of sterile goods may destroy its value and render it dangerous to life, because if air is allowed to enter such a package pathogenic germs may enter also, therefore the wrapper of such materials should not be opened for any reason except for use. Then, too, if they are allowed to become moist or wet, moulds and bacteria will grow through the damp wrappings when they will be unable to penetrate dry ones. It is best to keep sterile goods on shelves exposed to the sunlight or in dry boxes, rather than in glass jars or dark closets where moisture is apt to accumulate.

In addition to the so-called "sterile goods" there are many compounds and solutions which the druggist may be called upon to sterilize. In a general way the means at his disposal are sterilization by chemicals and by heat. Chemicals, however easy to apply, are of comparatively limited use to the pharmacist but the greatest possible value to the physician and as disinfectants. Formaldehyde may be used to sterilize bulky pieces of apparatus, large containers, closets, catheters, etc., but there are many objections to its use. Formalin, chloroform, ether and alcohol have of late been used in infusions and decoctions, which are prone to decompose on storing. The antiseptics can be driven off by heat and losses in volume made up with water before dispensing. Phenol, tricresol, corrosive sublimate, boracic acid, salicylic acid, etc., are occasionally added to solutions which cannot be sterilized by heat, as antitoxins, solutions of cocaine and of certain alkaloids.

Heat, on the contrary, in some of its forms can usually be made available for most of the demands of the druggist. Of these various forms dry heat is the most effective but it is so destructive that it is somewhat limited in its usefulness. Spatulas, glass rods, glass tubing and small glass and metallic instruments may be sterilized by passing them through the flame of the Bunsen burner or if possible, by heating to red heat, which no germ of any kind will be able to survive.

Another method of utilizing dry heat is by means of an oven, either a special type of gas oven or one in an ordinary kitchen stove. A temperature of 150 to 170 degrees C. for thirty to forty-five minutes or until cotton begins to turn brown will kill all germs. Glassware of all kinds, non-volatile powders, gauze, silk sutures, filtering cloths and papers but no liquids or culture media, can be sterilized in this manner.

The least expensive and most easily available method of using heat is by means of boiling water. Small articles of glass like bottles, mortars and pestles, rubber gloves, tubing and corks, metallic instruments, etc., may be boiled for twenty minutes and will be found sterile, unless spores of the more resistent bacteria, like anthrax, are present, when several hours may not suffice. It should be remembered that a little soap powder or washing soda should be added to the water to prevent rusting when metallic instruments are being boiled. Pharmaceutical preparations may be sterilized by a method similar to that used in the kitchen in the preserving of fruit and vegetables. The bottles should stand on a piece of wood, then cold water is placed in the dish to the level of the contents of the bottles, it is then boiled for ten to twenty minutes, corked and the dish with the contents set aside to cool, or the bottles may be suspended in the water by means of a string.

A still more efficient method is by using the Arnold steam sterilizer, the smaller sizes of which are not expensive. It has a large range of usefulness, as most things that can be boiled can be sterilized in it, but it is especially valuable for culture media, sterile water, salt solutions and compounds. Bottles and containers should be plugged with non-absorbent cotton before being put in and then sterilized, fractionally for fifteen minutes on three successive days or continuously for forty-five minutes at one time.

*Bulletin, Mass. College Pharmacy.

Steam under pressure is rarely available for the retail druggist, owing to the cost of an autoclave and proper steam plant, but for preparing surgical dressings, obstetrical outfits, large quantities of salt solution, culture media, etc., they are essential and therefore all wholesale manufacturers must have them.

It will be found that by some one of the means mentioned above most substances which are not decomposed or altered by heat may be dispensed in a relatively sterile condition.

This has become of the utmost importance with the marked increase in hypodermic intramuscular and intravenous medication. Certain compounds of which cocaine and salvarsan are excellent examples, cannot be sterilized at all and in preparing solutions of them the distilled water, bottles, graduates and all other utensils used must be sterilized first and kept absolutely sterile during the process of making the solution. It is important to remember that distilled water is not sterile but contains after a short time an abundance of bacteria but if sterilized in a bottle or flask and this is kept plugged it will keep almost indefinitely. Cocaine is one of the hardest solutions to make in a sterile way except by the method above. At times boracic acid or salicylic acid is added as an antiseptic, but the growth of green algae within a few days shows how inefficient this method is. Under these circumstances it is not improper to suggest to the physician who calls for sterilized cocaine solutions that it is not possible to sterilize them, but that some of the newer substances for local anaesthesia, like betaeucaine and its salts, tropacocain, stovain, alypin, novocain, etc., can be boiled without decomposition.

Mercurials, as a rule, do not need to be sterilized as they are antiseptic in nature. If the menstruum and utensils used are sterilized usually nothing else is necessary.

Mixtures containing volatile substances form another difficult class. In themselves they are usually sterile or are antiseptic in nature. When they are to be compounded the non-volatile portion of the mixture can be sterilized in the usual manner, and then the volatile ingredients added.

It is a matter of considerable interest that the bacteriological problems of the pharmacist in connection with the formation of such substances as alcohol and acetic acid, the destruction of various drugs and compounds by bacteria, yeast and moulds, and the demands for sterile materials and solutions have become so important that Prof. Albert Schneider, of the California College of Pharmacy, has just issued a very readable and thorough book upon Pharmaceutical Bacteriology, which contains information of importance and interest to the druggist.

A merchant is known by the clerks he keeps.

DOOLEY ON THE WANE OF ADVERTISING.

"Well, sir," said Mr. Dooley, "I wonder how much it costs to have a pome or a story printed in wan iv these pop-lar magazines along with all th' good advertisin'? I suppose it comes high. Th' fellow that runs thim magazines must be growin' rich out iv th' potes an' novelists. But I think they're goin' too far in their greed f'r goold. There must be a limit to their avarice. I don't object, mind ye, to their makin' a fair profit out iv their business iv 'idjacatin' people where to get th' best breakfast food or th' most sparklin' hair dye or what kind iv revolver to shoot thimsilves with. That's all right. But what I object to is whin I pay ten or fifteen cents f'r a magazine expectin' to spind me evenin' improvin' me mind with th' latest thoughts in advertisin' to find more thin a quarter iv th' whole book devoted to lithrachoor.

"It ain't fair. It's a kind iv a confidence game they play on their readers. I don't want thim to be philanthropists, mind ye. They've got to make a livin'. But there ought to be some place in stopping half way. Th' first thing ye know there won't be as many pages in advertisin' as there are iv lithrachoor. Then people will stop readin' magazines. A man don't want to dodge around through almost impenethrable pomes an' reform articles to find a pair iv suspinders or a shavin' soap. Another thing, th' magazines ought to be compelled to mark all lithrachoor plainly so that th' reader can't be deceived. They ought to put two stars on th' end iv it or mark it 'Reading Matther' or print a line at the bottom : 'Persons answerin' this pome are requested to mention Nobody's.' As it is now, many iv these articles will fool nine men out iv ten. Ye pick up a magazine an' ye see somethin' that looks like an advertisement. It is almost as well printed an' illusthrated. Only an' expert could tell th' diff'rence at th' first glance. But when ye get to th' end ye find to your disgust that ye've been wastin' ye'er time readin' a wurruk of fiction. It's very annoyin'.

"Still there are some magazines that respict th' best thraditions iv th' profession. They keep lithrachoor in its proper bounds. It is not allowed to encroach on th' advertisin' space. Both are in their proper proportion—eight pages iv advertisin' to wan iv lithrachoor. This isn't bad, but I hope th' time will come whin there will be some publisher bold enough to publish a magazine entirely devoted to advertisin'. Still I don't know that I ought to complain. Whin ye come to think iv the magazines iv thirty or forty years ago, which on'y printed a few advertisements an' thim iv a low order, an' look at the sparklin' pages iv th' present day, hundhreds iv them brimmin' full an' overflowin' with the finest produck iv this goolden age iv advertisin', I suppose there is much to be thankful f'r.—American Magazine.

LEGG BROS. ENGRAVING Co.

PHOTO ENGRAVERS
DESIGNERS
ILLUSTRATORS
ENGRAVINGS FOR ALL PURPOSES.
HALF-TONE AND LINE ENGRAVING
WOOD ENGRAVING

WASH DRAWINGS FOR BIRDS EYE VIEWS OF BUILDINGS ETC. SEE ILLUSTRATIONS IN THIS PUBLICATION FOR SAMPLES OF ENGRAVING & PHOTOGRAPHING
CATALOGUE WORK A SPECIALTY

COMMERCIAL PHOTOGRAPHERS
LEGG BROS. ENG. CO.
No 5 JORDAN ST., TORONTO.

"ARLINGTON"

Teething Rings
Eye Shields
Babys' Rattles
Soap Boxes
Dressing Combs
Fine Combs.

ALL *A1* VALUE

The Arlington Co., of Canada
LIMITED

East	Ont.	West
Duncan Bet. Montreal	John A. Chantler & Co., Toronto.	R. J. Quigley, Winnipeg.

SANOL

Is very valuable in the treatment of Gall Stones, Kidney Stones, Gravel in the Bladder, Lumbago, Uric Acid Diatheses.

Sanol's Antidiabetes

Is the only positive cure for Diabetes.

"Changing Diet Method"

Sanol: retail $1.50, trade $12.00 doz.
Sanol's Antidiabetes: retail $2.00, trade $16.00 doz.

Terms, 30 days 5%.

Sanol's Preparations may be obtained wholesale from:

All Depots and Branches of the National Drug & Chemical Co. Limited, of Toronto.
Drug Trading Co. Limited, Toronto.
Lyman Bros. Co. Limited, Toronto.
Lyman's Limited, Montreal.
Lyman-Knox Co. Limited, Montreal.
N. C. Polson & Co, Kingston
Martin, Bole & Wynne Co., Winnipeg.

Your esteemed orders will have our prompt attention.

The Sanol Mfg. Co., Winnipeg, Man.
Also Chicago, Ill., U.S.

Send a Post Card for—

"THE KEATING BOOK"

a small illustrated booklet, treating of the life of Moths, Bugs and other House Insects. Mailed or expressed, prepaid, to the Druggist Trade for counter distribution.

Printed in Canada for

THOMAS KEATING

manufacturer of "KEATING'S POWDER"

Address: P. O. Box 67

Toronto

Formulary

BATH POWDERS.

These are intended to soften the water used in bathing, make the bath refreshing and impart an agreeable odor to the water.

1.—Borax..... ....4 lbs.
Ammonium Chloride..... .... 1 oz.
Reduce to a fine powder and mix thoroughly.

To perfume sprinkle over the mixed powders from ½ ounce to 1 ounce of the following :

Oil Rose Geranium..... ....1 dr.
Oil Neroli..... ....10 dps.
Tincture Orris..... .... 2 ozs.
Oil Rose..... ....10 dps.
Alcohol..... .... 4 ozs.

Then mix well, dry and pass through a fine sieve. Put up in boxes similar to those used for talcum powder.

Sodium Bicarbonate..... .... 4 ozs.
Borax..... .... 4 ozs.
Potassium Bicarbonate..... ... . 1 dr.
Ammonium Chloride..... ... . 1 dr.
Oil Lavender Flowers..... ....15 dps.
Oil Neroli..... ....10 dps.
Oil Rosemary..... ....15 dps.
Oil Bergamot..... ....15 dps.
Oil Sweet Orange..... ....15 dps.

Mix the powders and sprinkle the oils over them, then mix again.

1.—Powdered Castile Soap..... ...400 parts.
Carbonate Sodium..... .... 33 parts.
Orris Root (powdered)... ....130 parts
Almond Meal..... ....200 parts.
Oil Bergamot... .... 3 parts.
Oil Lemon..... .... 1 part.
Oil Cloves..... ....½ part.
Mix well.

2.—Powdered Borax..... .... 4 ozs.
Salicylic Acid..... .... 1 dr.
Extract Cassia..... .... 1 dr.
Extract Jasmine..... .... 1 dr.
Oil Lavender..... ....20 min.

BATH TABLETS.

Carbonate Sodium..... .... 4 ozs.
Tartaric acid..... ....1½ ozs.
Orris Root..... .... ½ oz.
Oil Lemon..... .... ½ dr.
Oil Orris..... .... 5 min.
Oil Ylang Ylang..... .... 5 min.

Mix the oils with the orris root and add the other ingredients ; make into a stiff paste with spirit and divide into tablets.

Aromatic Alkaline Bath-Salt (Bain de Pennes.)

Potassium bromide..... ... ... 1 gram.
Calcium Carbonate..... ..... 1 gram.
Sodium Carbonate..... ....300 grams.
Sodium Phosphate..... .... 8 grams.
Sodium Sulphate..... .... 5 grams.
Aluminum Sulphate..... ..... 1 gram.
Iron Sulphate..... .... 3 grams.
Oil of Lavender..... .... 1 gram.
Oil of Rosemary..... .... 1 gram,
Oil of Thyme..... .... 1 gram.

This quantity for each packet, one of which is sufficient for a bath.

AROMATIC VEGETABLE BATH.

Lime-tree Flowers..... ....500 grams.
Chamomile Flowers..... .....500 grams.
Elder Flowers..... ....500 grams.

Boil in sufficient water and strain into the water for the bath.

FOOT BATH TABLETS

Boric Acid..... ....10 grains.
Alum..... .... 4 grains.
Potassium permanganate... .....1-80 grain.
Corn flour..... .... 2 grains.
Oil of wintergreen..... .... ½ minim
For one tablet.

ROSE BANDOLINE.

Gum Tragacanth..... .... 8 ozs.
Rose Water..... .... 6 pts.
Orange Flower Water..... ... ... 2 pts.
Salicylic Acid..... ....16 grs.
Alcohol..... .... 2 drs.
Oil of Rose..... .... 1 dr.
Extract of Musk..... .... 5 dps.
Oil of Wintergreen... ... ... 5 dps.

Shade a delicate pink with carmine solution. Let the tragacanth stand 24 hours in water and strain through muslin ; add the salicylic acid dissolved in the alcohol, and the remaining perfumes with thorough admixture.

AMERICAN BANDOLINE.

Quince Seed..... ....2 drams.
Glycerin..... ....1 drams.
Rose Water..... ....4 ounces.
Distilled Water..... .....3 ounces.
Alcohol..... ....1 ounce.

Macerate the quince seed in the water for 24 hours, then strain out the mucilage with gentle pressure. Add the glycerin, rose water and alcohol.

EYEBROW PENCILS.

Suet..... ....½ pound
Curd Soap..... ....½ pound
Ivory black..... ....q. s.
Mix and put in a metal case or roll into spills.

LINING PENCILS FOR THEATRICALS.

Stearine... ....1 ounce.
Finely powdered plumbago..... ....1 ounce.

Prepared suet..... .....2 ounces.

Melt the fats, add the plumbago and run into glass tube molds.

NAIL POLISHING STICK.

Putty powder..... .... 3 ounces.
French chalk..... ..... . 1 ounce.
Carmine..... ....10 grains.
Camphor..... .... 2 drams.
Rose geranium oil..... .... 3 drops.
Neroli oil..... .... 3 drops.

Mix together, form into a paste with a thin mucilage of tragacanth, and roll into sticks on the bed of a pill machine.

ENAMEL FOR THE NAILS.

Japan Wax..... ....1000 parts
Petrolatum..... ....6200 parts
Spermaceti..... .... 200 parts
Alkannin .... 25 parts
Turpentine..... .... 150 parts
Acetic Acid..... .... 30 parts

Melt the fatty substances together and dissolve the alkannin in the hot liquid; finally add the acetic acid mixed with any suitable perfume.

NAIL TINTER.

Powdered stannic acid..... .....20.0 grammes.
Sandaric resin..... .... 1.0 grammes.
Kaolin..... .... 4.0 grammes.
Carmine..... .... 0.2 grammes.
Extract of violet..... .... 5 drops.
Extract of ylang-ylang..... .....10 drops.

THEATRICAL LIP ROUGE.

1.—Carmine..... .... 1 part.
Stronger Ammonia water..... ... 1 part.
Extract Rose..... ....125 parts.

Dissolve the carmine in the ammonia, and add the other ingredients.

2.—Eosine..... ... . 1 part.
Distilled water..... .... 20 parts.
Glycerin..... .... 5 parts.
Cologne Water..... ..... 75 parts.
Cologne spirit..... ....100 parts.

A rouge paste for the lips is made as follows:

Carmine..... .... 4 parts.
Zinc Carbonate..... .... 6 parts.
French chalk..... .... 12 parts.
Tincture Benzoin..... .... 1 part.
Cologne water..... ..... . 10 parts.

Rose water, to make a paste.

Toilet Cream Containing Hydrogen Peroxide.

1.—Stearic Acid..... .... 3 ounces.
Sodium carbonate..... ..... 2½ drachms.
Anhydrous wool-fat..... ..... . 4 drachms.
Glycerin..... .... 3 ounces.
Borax..... .... 1 drachm.
Solutions of hydrogen peroxide 4 drachms.
Water..... ....16 ounces.
Perfume, q. s.

The solution of hydrogen peroxide is added when the mass is setting.

2.—Solution of hydrogen peroxide..4 fl. ounces.
Glycerin..... ....3½ fl. ounces.
Powdered Borax..... ....2 drachms.
Oil of sweet almond..... ...2½ fl. ounces.
Hydrous wool-fat..... ....8 av. ounces.

Triturate the wool-fat with the oil until well mixed, then thoroughly incorporate with this solution of the borax in the glycerin and solution of hydrogen peroxide. The cream may be perfumed as desired.

A GOOD HAND CLEANING POWDER.

The Deutsch-Amerikanische Apotheker Zeitung gives the following:

Powdered soap..... .... 7.50 parts.
Pumice, powdered..... .... 0.75 parts
Kaolin..... ....10.00 parts.
Sodium perborate..... ..... . 1.75 parts.

Mix.

SKIN BLEACHES OR WHITENERS.

Lanolin..... ... .30 parts.
Oil of bitter almond..... .....10 parts.
Borax..... .... 1 part.
Glycerin..... ... .15 parts.
Hydrogen peroxide..... ..... .15 parts.

Mix the lanolin and oil of bitter almond; dissolve the borax in the glycerin and hydrogen peroxide, and mix with the fats by agitation. This preparation does its work by the aid of bleaching property of hydrogen peroxide.

For a muddy complexion or a skin with a blotched or dirty appearance, the following will give satisfaction:

White mercurial ointment... ... ... 5 parts.
White zinc ointment..... ... .. 5 parts.
Lanolin..... ....30 parts.
Oil of bitter almond..... ....10 parts.

Mix thoroughly. Then make the following solution:

Borax..... ... . 2 parts.
Glycerin..... ....30 parts.

and add 10 parts of rose water, and, for every 3 ounces of the preparation, 5 drops of nitric acid, and quickly stir into the first mixture. Any perfume may be used with the preparation; it should be stirred into the lanolin mixture.

VINEGAR ROUGE.

Acetic acid... .... 8 parts.
Alum..... .... 1 part.
Balsam Peru... .... 1 part.
Carmine, No. 40..... .... 1 parts.
Ammonia water..... ..... 2 parts.
Rose Water..... ....20 parts.
Alcohol..... ....10 parts.

Dissolve the balsam of Peru in the Alcohol, and the alum in the rose water; mix the two solutions, add the acetic acid, and let the whole macerate for a few hours. Then add the carmine, dissolve in the ammonia, shake well, and after ten minutes decant.

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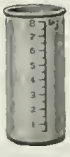

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We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Ball-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing We are making a special offer on the Ball-cup nipple until the 1st of January, 1912. Write us for prices.

THE HYGEIA NURSING BOTTLE CO.
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Section of ball-cup nipple. The puncture in the nipple is at the bottom of the cup.

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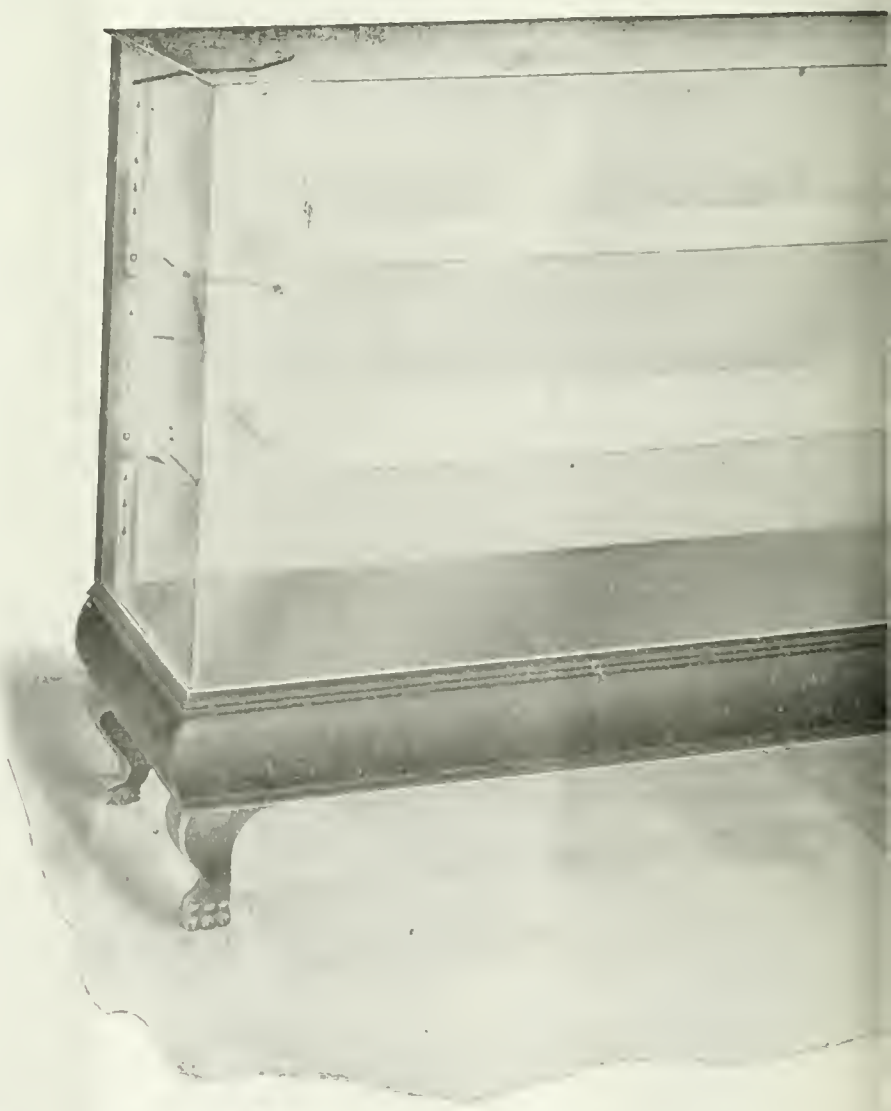

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The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1.00 per box.

Canadian Agents: LYMANS Limited, Montreal

TEA SYRUP.

Good Black Tea..... .... 3 ozs.
Boiling Water..... ....24 ozs.
Sugar, granulated..... ... .24 ozs.

Pour the boiling water on the tea in a porcelain or earthenware vessel, cover closely and infuse for five minutes.

Pour one pint of this infusion (adding more boiling water if necessary to make up the quantity) through a coarse straining cloth, without pressure. In this dissolve the sugar by agitation. For iced tea use 1 ounce of this syrup, ¼ ounce fresh lemon syrup, 2 teaspoonfuls powdered sugar, 2 teaspoonfuls of crushed ice and 1 slice of lemon. Draw on with a coarse stream, stir with spoon, and serve in a large glass,

AROMATIC VINEGAR.

Galacial acetic acid..... .....160 parts
Camphor..... .... 20 parts.
Tinct. Cochineal..... .... 4 parts.
Extract Opoponax..... .... 4 parts.
Extract Violet..... ..... 3 parts.
Oil Bergamot..... .... 3 parts.
Oil Cloves..... .... 2 parts.
Oil Lavender..... .... 2 parts.
Oil Cinnamon..... .... 1 part.
Oil Lemon..... .... 1 part.

The liquid is poured into smelling bottles filled with potassium sulphate in small pieces.

PERBORATE NAIL POWDER AND HAND CLEANER.

Sodium perborate as an ingredient of a nail polish is said to act as a slow bleach and to add to the luster of the nails. The following should prove satisfactory :

Putty Powder..... ....30 Gm.
Sodium Perborate..... .... 2 Gm.
Carmine..... .... 1 Gm.
Perfume..... ....sufficient.

PERBORATE HAND CLEANER.

A good hand cleaner in powder form is said to be made up in the following way :

Powd Castile Soap..... ....30 parts.
Powd. Pumice..... .... 3 parts.
China Clay..... ....45 parts.
Sodium Perborate..... ....22 parts.

LOTION FOR WRINKLES.

Milk of almonds, 50 ; aluminum sulphate, 4 ; rose water, 200. Apply at night, at bedtime. The wrinkled parts should be previously subjected to a thorough massage.- A. Robin, J. Pharm., Chim.

Success is a state of mind—it lies within not without.

Pharmacy

The Pharmaceutical Journal states that the following method is proposed by E. Deefau, in the Bulletin des Sciences Pharmacologiques :

Cinchona bark, red, (No. 30 powder), ...1000 grams.
Hydrochloric acid, dilute..... 80 grams.
Alcohol, sixty per cent.... .....6000 grams.

Moisten the powdered cinchona with 500 grams of the alcohol to which the acid has been added, and macerate for two hours. Then transfer to a percolator, add more alcohol and macerate for twenty-four hours, after which percolate, using the remainder of the alcohol for the purpose. Collect and set aside the first thousand grams. Continue the percolation, concentrate the percolate to two thousand grams, and add this to the reserved portion. The product is now allowed to stand for several days in a cool place in order that any deposit formed may settle, after which it is filtered. Seventy-five grams of this fluid extract represent twenty-five grams of bark.

PANCREATIZED EMULSION OF MIXED FATS.

Oleomargarin (fresh)..... ..... 4 ounces.
Soap..... ....350 grains.
Tragacanth, powdered..... .... 35 grains.
Benzoic acid..... .... 15 grains.
Glycerole of pancreatin..... ..... 1 fl. oz.
Water, enough to make..... ..... 1 pint.

Heat the soap with four fluid ounces of water until dissolved. Add the hot solution to the melted oleomargarin, mix by rapid agitation or trituration, add the tragacanth, continue agitating until a nucleus emulsion is formed, add the glycerol and the acid and make up to one pint with water.

GLYCEROLE OF PANCREATIN.

The glycerole of pancreatin called for in the foregoing formula is made as follows :

Pancreatin... .... 100 grammes.
Sodium bicarbonate... ... 1 c.c. (mils).
Distilled water..... .... 200 c.c. (mils).
Glycerin, enough to make 1000 c.c. (mils).

Dissolve the sodium bicarbonate in the water and dissolve the pancreatin in this solution. Then add the glycerin. Let the mixture stand in an open vessel at least twenty-four hours, then filter and preserve for use.

AROMATIC COD LIVER OIL

In answer to a query the Chemist and Druggist gives the following collection of formulas :

1. Freshly ground coffee..... ... 2 ounces.
Cod-liver oil..... ....40 ounces.
Animal charcoal..... ..... 1 ounce.

Warm the oil with the coffee on a water bath

for a quarter of an hour, stirring all the time. Allow the mixture to remain for three days in a warm place, then filter through the animal charcoal.

2. Lemon oil..... .....15 minims.
   Peppermint oil..... .... 7½ minims.
   Cinnamon oil..... .... 7½ minims.
   Cod-liver oil..... ....10 ounces.
3. Wintergreen oil..... .... 2 drachms.
   Lemon oil..... .... 1 drachm.
   Sassafras oil..... .... 1 drachm.
   Neroli oil .... ½ drachm.

Mix; add 15 to 20 drops to each pint of cod liver oil.

4. Saccharin .... 5 grains.
   Vanillin .... 1½ grains.
   Absolute alcohol .... 6 drachms.
   Cinnamon oil..... ....10 minims.
   Cod liver oil... .... 2 pints.

CALIFACIENT LINIMENT.

F. K. Heldmann, of Syracuse, proposed the following formula for a warming liniment at the recent meeting of the New York State Pharmaceutical Association:

Oleoresin of capsicum .... 0.25 gramme.
Methyl Salicylate..... .... 29.00 grammes.
Liniment of soft soap... .... 20.00 grammes.
Wool fat..... enough to make 100.00 grammes.

"Physicians whom I have induced to use this," he says, "have found it to be a splendid remedy."

CLOUDY SYRUP OF HYPOPHOSPHITES.

Calcium hypophosphite ....150 grains.
Sodium hypophosphite... ... .60 grains.
Potassium hypophosphite ..... 30 grains.
Iron phosphate, soluble... ..... 15 grains.
Manganese hypophosphite ..... 15 grains.
Quinine sulphate..... ... . 5 grains.
Strychnine sulphate .... 1 grain.
Distilled water... . ... 1 ounces.
Simple syrup, sufficient to make 16 ounces.

Heat the solids with the water until solution has taken place, add the syrup, heated to boiling. Boil the mixture for a minute, stirring constantly, and strain.

TASTELESS CASTOR OIL COMPOUND.

Tasteless Castor Oil Compound.

Vanillin..... .... 3 grains.
Saccharin..... .... 1 grains.
Oil peppermint..... .... 8 minims.
Alcohol..... ... . 3 fluidrams.
Castor oil..... .... 12 fluidounces.
Olive oil, to make..... .... 1 pint.

Mix the vanillin, saccharin and peppermint oil with the alcohol, and add the castor and olive oils. The preparation is said to be pleasant to take; it may be taken in doses of from one teaspoonful to four teaspoonfuls.

LANNELONGUE'S FORMULA

Iodoform..... .... 10 parts.
Creosote..... .... 2 parts.
Olive oil..... .... 90 parts.
Ether..... ....40 parts.

To be used early and continuously.

MOSETIG-MOORHOF IODOFORM PLUG.

Iodoform..... .... 60 parts.
Spermaceti..... .... 10 parts.
Oil of sesame..... .... 4 parts.

Heat to 100 deg. C. (212 F.) and allow to cool. This is placed in sterile bone cavities after removal of the diseased area. It is warmed and poured into the cavity, and the wound closed.—The Prescriber.

WALDENSTROM'S FORMULA.

Iodoform .... 10 parts.
Glycerin..... ....70 parts.
Water..... .... 20 parts.

For injection into bony cavaties after operation. The British Pharmaceutical Codex gives the following formula without glycerin:

Iodoform..... ....10 parts.
Alcohol .... 2 parts.
Tragacanth in powder..... ... ... 1 part.
Water, to produce..... .....100 parts.

This emulsion is diluted with forty times its volumes of warm water for injection into the bladder and into other closed cavities.

MENTHOL OINTMENT.

The following is a standard German formula for menthol ointment or salve:

Lanolin..... ....85 parts.
Paraffin oil..... .... 5 parts.

Melt together and add

Menthol..... ....10 parts.

Under the title "Ung. Metholis Comp.," "Pharmaceutical Formulas" gives this formula:

Hydrated chloral..... ....160 grains.
Menthol..... ....320 grains.
Oil of wintergreen..... ....320 grains.
Hydrous woolfat..... ..... 4 ounces.
Soft paraffin (white) to make.. 16 ounces.

Dissolve the hydrated chloral and menthol in the oil. Melt together, at a moderate heat, the hydrous woolfat and soft paraffin, then add the above solution and stir constantly until it congeals.

CALOT'S FORMULA.

Iodoform .... 5 parts.
Creosote..... .... 2 parts.
Olive oil... ....50 parts.
Ether..... .... 50 parts.

Two to twelve grammes, according to age, to be injected; repeated at intervals of from 5 to 6 days.

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THE ORIGINAL FLY PAPER

has one-third more sticky compound than any other; hence is Best and Cheapest.

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90	50 pcs	.07c	395	6 pcs	.95c
165	25 "	.10c	300X	6 "	$1.05
160	25 "	.15c	360	6 "	1.25
325X	12 "	.47c	300	6 "	1.60
325	12 "	.63c	355	6 "	2.25
265	6 "	.75c	255	4 "	2.75

Less 15 per cent while they last.

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SELECTIONS.

LINIMENT AND EMULSION OF KEROSENE.

The most important use of kerosene as a therapeutic agent has been its application externally as a liniment, both alone and in combination with other agents, for rheumatism, lumbago, neuralgia, etc. I submit a formula for a liniment containing 72 per cent. kerosene, which may also be used internally for cramp, colic, etc.:

Camphor	1.0 gm.
Oil of peppermint	0.5 c.c.
Oil wintergreen	0.5 c.c.
Oil cloves	0.2 c.c.
Oil cassia	4.0 c.c.
Oil cottonseed	8.0 c.c.
Oil cajeput	8.0 c.c.
Oil turpentine	4.0 c.c.
Kerosene	72.0 c.c.

Oil of cloves, oil of cassia and carbolic acid dissolved in kerosene make a splendid toothache remedy. Kerosene has already gained rank as one of the best insecticides. Its use for this purpose has been tested in connection with the war on the mosquito during the last yellow fever outbreak. Evelyn Groesbeeck Mitchell, in "Mosquito Life," says an ounce of it sprayed over 15 square feet kills not only larvae and pupae, but catches the adults, and is therefore, by virtue of its simplicity, cheapness and efficiency, the best larvacide for many purposes where its odor is not offensive. Kerosene does not harm fish or aquatic insects that breathe on the surface, and acts well in salt water. An emulsion of kerosene can be cheaply made by the following formula :

Green soap	2 grams.
Boiling water	32 c.c.
Kerosene	64 c.c.

Dissolve the soap in the boiling water and add to the kerosene and agitate vigorously. This makes a snow-white emulsion which shows little tendency to separate. It can be used to spray trees, etc., when diluted with water. By adding oil camphor, oil cajeput, etc., it makes a splendid liniment also. Kerosene also enjoys some reputation as a remedy for limberneck in young chickens. I have known of its use as a hair tonic, but have never tried it for that purpose yet.

SKIN STERILISATION.

Dr. Von Herff, gynaecologist of the Bale Hospital ("La Medication Martiale") employs a mixture of equal parts of alcohol and acetone for sterilising the skin before surgical incisions. The part to be operated upon is rubbed, without previous washing, for from four to six minutes with a flannel saturated with the above mentioned liquid. Excess of liquid is wiped off, and the skin wiped with the following varnish :

Benzoin,
Damar resin, of each.....10 grams.
Ether..... ...sufficient to make 100 c.c.
Thymol..... .....0.50 gram

After the incision has been made, the wound is wiped dry and then wiped with the varnish.

HYPEROL, SOLID HYDROGEN PEROXIDE.

A process has been patented in Germany by which hydrogen peroxide and urea are brought into combination in equimolecular proportions, to form a solid compound. The product has a peroxide content of about 35 per cent.; it is readily soluble in water, the solution acting like a simple solution of hydrogen peroxide. Hyperol is said to be very stable. It is put on the market in the form of crystals and in tablets, the latter weighing one gram ; these can be used for preparing extemporaneous solutions of hydrogen peroxide of any desired strength.

ETHYL CHLORIDE FOR REMOVING WARTS.

Dr. Budinger (La Clinique, quoted by L'Union Pharmaceutique) recommends ethyl chloride for the removal of warts. A jet of the liquid is directed upon the wart for one minute and the operation is repeated every two days as long as necessary. A part of the wart thus treated falls off, while the remainder shrivels up and gradually disappears, leaving a red spot.

Superficial warts disappear readily under this treatment ; with deeper ones the outer portion must be exercised before applying the ethyl chloride.

NEW WAY TO MAKE ALCOHOL.

A chemist by the name of Overbeck, who bears an excellent reputation and who has written a number of pamphlets in description of his researches, has made the announcement that he had discovered the secret of making alcohol without fermentation. His assertion was made in the course of an address to the Institute of Brewing.

Mr. Overbeck said that he had been conducting a series of experiments for the purpose of finding some way by which beer could be dealcoholized without depriving it of its flavor or its aeration or keeping qualities. While experimenting he had frozen beer after it had been dealcoholized and then had driven carbonic acid gas through it at a temperature of 120 degrees. To his surprise he found that he had produced alcohol.

TO PREVENT HARDENING OF PILLS.

It is well known that certain kinds of pills harden within a comparatively short time after they have been prepared, in which condition they often pass through the stomach and intestinal tract without dissolving. E. Otto, writing in the Munchener Medizinische Wochenschrift, states that this hardening can be prevented by the addition of a small quantity of manna to the pill mass, 5 grams of manna being taken for every

The Final Count

We are pleased to announce the final result of our Nobility Contest, which has been running since January first. We regret that all the Contestants could not receive a prize, but we appreciate very much their efforts in our behalf, and we sincerely hope that they will succeed in getting a prize in our next contest.

We understand that the winner of the hundred dollar prize, Mr. Austin Shand, intends to use the same as expense money on a trip to St. Louis. We hope he receives very much enjoyment out of his trip. There was no doubt as to the first and second prize, Mr. Shand and Mr. Mackenzie being away above the others, the real race being for third, fourth and fifth places, which were very closely contested.

We wish to thank both the Drug Clerks and Druggists (who allowed their clerks to compete in the contest) and to state that not in one single case was the proprietor disappointed in having his clerk push the Nobility Line. Many a druggist remarked to our Travellers that he had never seen so many Hot Water Bottles sold in such a short period before, and that he was very pleased to see his clerks pushing the most profitable line of Rubber Goods sold.

The prize winners are as follows :

1. Mr. Austin Shand, Simcoe, Ont.
2. Mr. J. A. Mackenzie, Toronto, Ont.
3. Mr. L. H. James, London, Ont.
4. Mr. A. V. Tennant, Windsor, Ont.
5. Mr. W. E. Armstrong, London, Ont.
6. Mr. H. T. Briggs, Orillia, Ont.
7. Mr. U. A. O'Neail, Hamilton, Ont.
8. Mr. H. E. Creech, Saskatoon, Sask.
9. Mr. C. R. McBride, Hamilton, Ont.
10. Mr. J. H. Thomson, Winnipeg, Man.
11. Miss E. E. Davis, Hamilton, Ont.
12. Miss Kate Feast, Brantford, Ont.

Dixon-Wilson, Limited
Rubber and Elastic Goods, Druggists' Sundries, Etc.
66 Spadina Avenue Toronto, Ont.
461

100 grams of mass. Every kind of substance—except potassium permanganate, which must first be rubbed up with paraffin ointment—is compatible with manna.

THE PRESERVATION OF CHLOROFORM.

Chloroform which is to be used for anaesthesia should be preserved in bottles stoppered with corks having a perfectly smooth surface, as corks showing cracks and fissures, be they ever so small, are apt to allow small particles to fall into the chloroform and spoil it, says a writer in the Suddeutsche Apotheker-Zeitung. In fact it is advisable to cover the corks with parchment paper before inserting in the bottle and then to tie down with parchment paper. In this way dust is prevented from settling on the neck of the bottle and ultimately finding its way into the liquid.

CORRECTION OF HYPEROPIA.

Lionel Laurence, in the Institute Journal, calls attention to the well-known fact that the theory and practice of sight testing differ materially. The majority of eyes are hypermetropic, and hypermetropia is a condition that occasions no trouble in one person, while it does in another, although both may be of the same age and have the same degree of error. All must sooner or later suffer discomfort—asthenopia—and deficient vision from the defect, and it is usually at that period, shortly after the advent of discomfort, that the case is seen by the optometrist. The average person who is hypermetropic to the extent of, say, 2D. at about the age of fifteen, has attained to that degree of error with which he will be burdened throughout life, or anyhow, until he is quite old, and the deficient refraction of old age makes its appearance. But while the total extent of the error remains the same, that which is manifest in a test increases gradually year by year.

If seen at this age of fifteen, and presuming that there is .75D. of hyperopia manifest, what lenses does the youth need? If, as is generally the case, there is neither asthenopia nor defective vision nor any other evil attendant on the hyperopia, obviously no correction is required. The youth has unconsciously learned to exert more accommodation than convergence, the former action exceeding the latter in quantity expressed in the usual terms of diopters and meter angles respectively. But if vision is clear, and without discomfort, it must be because the efforts of the two functions are equal, although the quantities produced are not. Thus this typical hypermetropia of 2D. accommodates for distance 2D., while convergence 0. It is true that if a test of the muscles be made, there is usually shown an esophoric imbalance which, however, is not of high degree; it may be 2 or 3 , and not 2M. A. or 12 . This shows that when the one eye accommodates 2D., but fusion is made impossible, the innervation of convergence does not greatly exceed zero; probably in such a case if accommodation= 0, there would be a divergence of the visual axes.

For vision at the reading or writing distance of, say, 40 cm., there is required for fused clear sight sight 1.5D. accommodation and 2.5 M.A. convergence still without discomfort, so that it may be inferred that 1D. of accommodation accompanies 1 M.A. of accommodative convergence.

Now, this state of affairs may go on until, say, for example, twenty-four years of age. At this age a certain discomfort is experienced in close work, following perhaps on an illness, or an unusual spell of close work, as for instance, when going in for an optical examination. The questions then arises why in the year 1911 there should be asthenopia, and none in the year 1910? The amount of total hyperopia has not changed, even the manifest is but very slightly different; certainly the amount of accommodation required for clear vision is precisely the same; the muscular force of the individual has not lessened, and the illness, or the examination does not count for it, for the asthenopia remains, notwithstanding a complete recovery or the successful passing of the examination, when the unwonted perusal of books is done away with.

The answer to the query seems to be the lessened accommodative action which results from a given effort owing to lessened resiliency of the crystalline lens. The asthenopia is not, as yet, felt in distant vision, so that the change is most probably, for the present at least, confined to the accommodation which accompanies convergence, or to put it in another way, the effort of accommodation has to be increased in order to obtain the 4.5D. needed for clear vision at 40 cm. Now, if this is accompanied by a similar effort of convergence, a negative supplementary convergence effort must be made for fusion at the reading distance, and the harmony between the efforts of these two functions is disturbed. In 1910 and in 1911 the relative quantities of the two functions are the same. In 1910 there is harmony of effort, in 1911 there is no longer the latter. What, then, is the correction needed? In general, we say that the strongest convex sphericals that allow of clear vision, which in this case would be plus 1 or 1.25D.; in theory it should be that convex spherical power that represents the accommodation that is short, when the efforts of accommodation and convergence are equal or about .25D. or .5D. In practice it is something weaker than the strongest plus sphericals accepted. A full correction is not needed.

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LIQ. AMMON. FORT.

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See that every Winchester carries our Signature—
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CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Excise Drawback on Export Orders

ROBINSON'S ORIGINAL

Concentrated Waters

Standardised to B. P., 1898

When diluted in the proportion of one part to forty parts of water at 60° temperature, they faithfully represent the Medicated Waters of the British Pharmacopœia. They are always of uniform strength, and will keep good any length of time in any climate.

Aqua Amygd. Amar Conc. (U.S.)	96c per lb	Aqua Foeniculi Conc.	96c per
" Anethi. Concent	96c "	" Menth. Pip. Conc.	96c "
" Anisi, "	96c "	" " Ang "	$1 44 "
" Camphorae, "	96c "	" " Viridi "	96c "
" Carui, "	96c "	" Pimentae " "	96c "
" Cinnam. Ver. Conc.	$1.44 "	" Pulegii " "	96c "
" Cassiae Conc.	96c "	" Rosmarini " "	96c "
" Flor Aurant.	$2.04 "	" Rosae " "	$2.04 "
" " Sambuci Conc.	2 04 "	" " Virginia	2.52 "

The above may be had in ¼ lb., ½ lb. or 1 lb. Bottles and upwards through most of the Wholesale Drug Houses.

SUPERIOR ORANGE WINE (Vin. Aurantii, B. P. 1898)

B. ROBINSON & CO. LIMITED
Distillers and Brewers of British Wines
PENDLETON, MANCHESTER

"Every Coat we turn out a Winner"

Druggists' & Dispensers' Coats

Your personal appearance will be improved by wearing our made-to-measure coats thoroughly shrunk. We have a large variety of styles and strictly washable materials.

Cut shows Style No. 18,
made from any material desired

Write for our swatch card showing styles, materials and prices, free upon request. We can fit you by mail very nicely.

Free Delivery in the United States and Canada

Address:
WEISSFELD BROTHERS
115 Nassau St, New York

FOR OVER HALF A CENTURY

BROWN'S BRONCHIAL TROCHES

Have been recognized throughout the world as a staple remedy for hoarseness and coughs.

A preparation of simple medicinal substances held in general esteem in the treatment of throat affections caused by cold or exertion of the vocal organs.

The Troches are effective in disorders of the throat and larynx, and an invaluable aid to speakers and singers for allaying hoarseness and irritation of the throat.

To sufferers from Lung Troubles, Bronchitis and Asthma, they afford great relief. Warranted free from opiates or anything harmful. In boxes only; never sold in bulk

BROWN'S BRONCHIAL TROCHES

Advertising matter sent free to Druggists upon request

John I. Brown & Son, Boston, Mass.

Turn Into Money

Your slow and doubtful book accounts—Hand them to the Collection Dept. of THE MERCANTILE AGENCY

R. G. DUN & CO.
70 Bay Street

The Collection Service, which has been proved most satisfactory by all users of it is

Open to Reference Book Subscribers.

Subscription and Collection rates on application.

OVER SEVENTY YEARS RECORD OF EFFICIENCY.

J. E. R & Co

Do you want Window Letters?

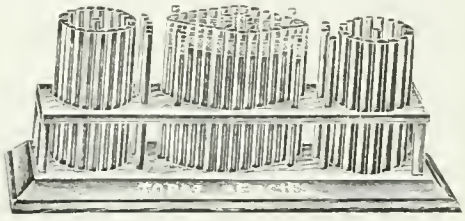
—WRITE—

J. E. RICHARDSON & CO.
147 Church St. Toronto, Ont.

Fancy Goods and Stationery

A REAL SILENT SALESMAN.

There is no doubt in our mind that to "sell" goods they must be displayed, and the better they are displayed the greater the result. The Show Case is a step in the right direction, are well worth all they cost, and are splendid stock-keepers for perishable goods, but a real silent salesman should show goods that can be taken up and examined conveniently by the customer.



Warwick Bros. & Rutter, Limited, have recognized these facts, and are supplying gratis with the popular Topaz Pencils an oak display stand that should materially increase the sale of this line.

THE FOUNTAIN PEN AS A SIDE LINE.

A line which is largely handled by druggists, but which requires more than ordinary attention is that of fountain pens, it being not merely the act of handing out an article, unless it is specified, but also to understand the pen, and be able to offer expert advice in regard to it. As fountain pens are now sold at a very large range of prices so that any one may be able to purchase, they have been recognized as a general necessity, and the druggist who makes a careful display of these, both in the window and in the show-case, will, no doubt, reap the benefit.

The many makes of pens now on the market offer an excellent assortment, both as regard style and prices, and it would be well not to confine one's stock to any particular line, thus being able to meet all demands.

A NOVELTY.

An interesting novelty to sell in 50 cent and $1 sizes is presented in a glass covered box showing a large number of plain and colored glass beads. The center of this box shows the framework of a purse, to which these colored beads may be attached when strung together in proper form. By means of this outfit the owner is able to manufacture a bead mesh purse of special attractiveness.

A KINTERGARTEN TEST CARD.

Dr. Wendell Reber, writing in the journal of the American Medical Association, calls attention to the fact that while two of the elements of an eye test—namely, the amount of deviation and the refractive error can be determined objectively, the third element, that of visual acuity, can be measured only by subjective methods, and where the patient is a child, the ordinary letters of the Snellen test card are of no use, because as a rule the child cannot read.

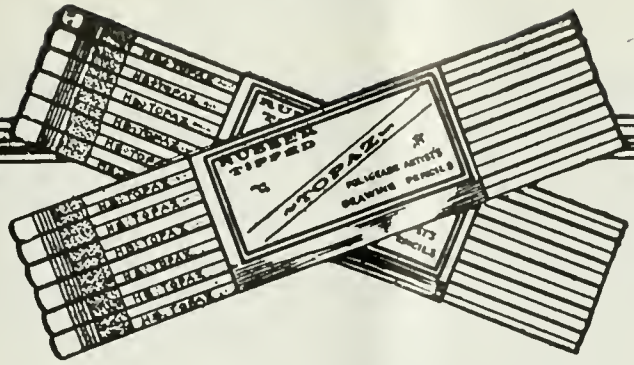
Dr. Reber has, therefore, devised a kindergarten distant chart here illustrated in which the letters are replaced with figures of animals, and other objects with which every little child is familiar.

KINDERGARTEN TEST CHART

To be sure, the visual angle cannot be accurately carried out with these figures, but nearly enough for all practical purposes; and with a little skill and tact in pointing the figures out and asking the necessary questions, the operator can ascertain, not only the degree of visual acuity, but also if any astigmatism be present.

Since we have received so many inquiries concerning the above Kindergarten test card which appeared in the June issue, we thought it would possibly attract the attention of a few more of our readers if published a second time.—Ed.

A bright man will know whether he is guilty or not before a jury tells him.



TOPAZ PENCILS

THERE are pencils and pencils, some of them perform their mission with credit to the maker and dealer alike—such a pencil is the "Topaz." It is as good as any pencil at any price and better than any other pencil at the same price.

¶ A pencil may be only a little thing but it is the little things that count and a pencil is one of the most important little things of everyday life. You cannot afford to overlook the "Topaz" from the quality standpoint, and from the profit standpoint you will find the "Topaz" an excellent buy.

¶ Yellow Hex, Enamelled Finish, Plain, without Rubber, BB, B, HB, H, HH, 3H, 4H, Rubber Tipped, HB and H, Indelible Copying, hard and medium.

¶ Sell "Topaz" pencils to your particular customer— he will surely come back for more.

Sole Agents for Canada

Warwick Bros. & Rutter, Limited

TORONTO

Photography

CARBON TRANSPARENCIES.

To obtain deep luminous shadows and brilliant high lights due consideration must be given to the fact that the tissues are made primarily for making paper prints (transparency tissue excepted), and that the sensitising, when it is intended to use them for making transparencies, should be modified.

The best results will be obtained by using a sensitising bath made of one to one and a half per cent. solution potassium bichromate, giving two minutes' immersion, and using the tissue freshly sensitised while it is in its most soluble condition.

Printing must be deep, at least three times that required for an ordinary paper print, and owing to the weakness of the sensitising bath it must be borne in mind that the action of the light in printing will be less, per tint, than when the tissue has been sensitised on a three or four per cent. bath.

The glass on which the slides are to be developed must always be given a substratum. Half an ounce of Nelson's No. 1 gelatine is soaked in 20 ounces of cold water for fifteen minutes, warmed until it melts, and ten grains of potassium bichromate are added. The solution is filtered through fine muslin and flowed over the glass plate, which must previously have been carefully cleaned. The plates are allowed to drain and dry in a rack, and are exposed to light for a couple of days that the coating may become quite insoluble.

In making carbon transparencies, dust at all stages of the process, and any particles of dirt that otherwise might find their way into the mounting water, must be avoided.

When mounting the tissue on the glass, it is advisable to cover the back of the tissue with a piece of wetted temporary support, placed glazed side uppermost, and so squeegee upon that, as if this precaution be omitted crapelike markings may be produced in the transparency by the pressure of the squeegee direct upon the back of the tissue.

Development should be begun in water comfortable to the hand, and increased afterwards to a temperature as high as the hand will bear, and should take about five minutes to complete, or more when printing has been deep to secure full contrast. Hotter water from a tap or kettle may be poured on the transparency for the same purpose without injury. When development is complete, the transparency is rinsed in clean cold water and placed in a five per cent. alum solution for a few minutes, rinsed and dried.

Examined in the hand, the slide will show considerable relief, due to the gelatine, and an apparent lack of sharpness, but when projected on the screen the picture will leave nothing to be desired on the score of definition. Some granularity may also be noticed in the dark blue tissue, due to the varying size of the color grains, but this is not apparent on the screen.— American Annual Photography.

A USEFUL VARNISH.

Celluloid varnish is so easily made and so generally useful that a bottle of it should form part of the equipment of every photographer. It consists of a solution of celluloid in a suitable solvent, amyl acetate being that which is generally employed ; either with or without the addition of acetone. The presence of amyl acetate is indicated by its well-known smell of "pear-drops."

Celluloid varnish is made by cleansing the gelatine from spoilt films and cutting the clean celluloid into small pieces which are put into the amyl acetate and allowed to dissolve with occasional shaking.

"Camera Craft" observes that from one hundred and twenty to one hundred and fifty grains of celluloid to sixteen ounces of the amyl acetate is generally recommended, although the exact proportion is not important. Such a solution in plain amyl acetate will be found rather too thick, and one which requires a long time to dry, so our contemporary suggests that a better plan is to let the acetate dissolve about all the celluloid it will take up, and then to add to this enough alcohol to double the bulk of the solution. If too much is added, some of the celluloid will be thrown down.

Varnish made in this way is much cheaper, dries more quickly, and flows better, being thinner.

As a varnish for negatives it is said to be perfect. It is applied without having to heat the plate, and drains away leaving a perfectly even coating. A brush need be used to apply it only when the photographer is not accustomed to the flowing of a plate with liquid, as was formerly done with collodion.

When the negative is set up to drain, it is an easy matter to catch the varnish that runs off it, which may be returned to a bottle, thinned down with alcohol, and filtered ready for use once more.

Varnish made in this way is not affected by damp ; so that negatives varnished with it, according to "Camera Craft," may be soaked in water for hours without damage to the film. Nor does heat cause it to soften ; making it very suitable for lantern-slide work.

About That Window Display

Of all times of the year, we believe this is one of the very best for an attractive window display of

Sanitol Tooth and Toilet Preparations

For one thing, people are getting ready to go away from town to country and country to town—going away every day now in fact. This sets them to thinking of what they'll need while away. If your window reminds them to lay in a supply of

SANITOL
TOOTH
POWDER OR PASTE

Face Cream, Face Powder, Cold Cream, Talcum Powder or other toilet accessories **you** will make the sale that some distant competitor might get this summer.

Another thing—summer sun, summer travel, automobiling, outdoor sports and other summertime complexion injurers or heat discomforts each calls for some one of the Sanitol Toilet Preparations to remove or protect from ill effects.

You can make your window display so attractive, so suggestive of these things that you'll **boom** your sales. You'll note that **our** advertising goes on—the campaign is proving a winner.

We will Furnish You FREE

with an attractive window trim—this aided by your good judgment in displaying the packages will more than repay you for the slight trouble. Send for it.

Sanitol Chemical Laboratory Co.

Toronto, Ontario

Note—Manufacturers in Canada of high class tooth and toilet preparations, exclusively.

Are YOU Benefiting by Our Advertising?

Wellington photo specialties are being advertised from coast to coast—amateurs are told that they can buy them in THEIR town.

Are you ready to supply that demand?

Amateurs will come to YOUR store if they see the very handsome hangers we send you. The only handling of the goods is just the handing out.

Write for full particulars. We will send you the "Wellington" book, free.

WELLINGTON & WARD, Montreal

If the surface of a negative that has been varnished with it becomes dirty, it can be cleaned with a damp rag. It is furthermore claimed for this varnish that it gives an excellent surface for retouching, taking the pencil easily, without the need for any retouching medium. It answers well for bromide and carbon opals, allowing them to be cleaned frequently without damage to the picture.

A coat of the varnish applied to a ground-glass focussing screen that seems too rough will give it a finer surface. It is used for lacquering bright metal surfaces, tools can be protected from rust by applying a coating of it to them, and enamelled dishes from which the coating has become chipped off or cracked may be made serviceable by its means.—Photography.

SOME INDUSTRIAL AND PROFESSIONAL APPLICATIONS OF PHOTOGRAPHY.

It is a large order indeed to attempt so much as to summarize in one article the medical applications of photography. Photography is almost, if not quite, an allied science to that of medicine, and the medical man is coming to rely more and more upon its accurate and permanent records. In the daily work of the general practitioner, in the routine of hospital administration, in the instruction of students, in the furthering of medical research, one or other photographic method has made itself all but indispensable.

Certain branches of photography—for photographic they still must be called—have been almost monopolised by medicine. Radiography is the most obvious instance. It is true that there are still a number of laymen who produce X-ray photographs, and a number of purposes other than medical which such photographs serve. But these are few, and probably it would not be an overestimate that ninety-nine out of every hundred X-ray photographs have a medical value. This field is becoming even more specialized with the advent of intensifying screens that reduce exposures by ninety per cent., tubes of a particular glass which allows a more intense bundle of X-rays to emerge, and sensitive emulsion prepared only for the X-ray worker. It is now possible to obtain a picture of tuberculosis disease of the lung with an exposure of one-hundreth of a second, while bismuth or collargol solutions, both of which are opaque to the X-rays, are now very generally imbibed or injected before an exposure designated to reveal certain of the internal organs of the physiological functions which they fulfil.

Photomicrography, again, though less exclusively medical in its applications, nevertheless finds in medicine some of its most immediate practical uses. The science sections in recent exhibitions of the Royal Photographic Society have sufficiently illustrated the kind of service it can render. In histology, or microscopic anatomy, in pathology, or the study of diseased tissues, in bacteriology, and in a multitude of investigations upon the infinitely little, it has proved to be the handmaid of medical science. It can record the degeneration of nerve fibres and nerve cells in insanity. It can show bacteria and the trypanosomes of fevers. It can illustrate the various stages of inflammatory processes. In medical research, there are indeed few departments in which a combination of the camera with the microscope is of no assistance.

Other branches of photography have still more recently been made to yield their quota. The screen-plate, which is able to show portions of the skin in natural colors, has been a boon to dermatologists. Cinematography also has been pressed into the service. A few months ago a number of films illustrating the circulation of mammal blood on such a magnified scale as to show the corpuscles, were brought before the medical societies. Ingenious people have even been able to contrive a cinematograph, taking only some thirty plates a minute, to show in a series of pictures the peristalsis which accompanies digestion, and this function, which previously was not wholly understood, is now made clearer. Finally the French—always foremost in the application of photography to medicine—have used the cinematograph in the study of the various phases of hysteria and catalepsy.

All the foregoing are distinctive and specialized branches of work. They are branches of work that are out of the question without special apparatus and expert knowledge. But at least they show how many-sided an impression photography is making on the world of medicine, and what a work of supererogation on our part it would be to press its claims.

The ordinary photograph fills a less dramatic role, but still a widely useful one. It is only necessary to examine the medical journals of ten years ago, and compare them with those of to-day, in order to understand how the photograph has usurped the anatomical drawing. It is now a commonplace for a medical article to be illustrated by photographs, and for a medical lecture to be accompanied by similar illustrations in the lantern or the epidiascope.

One little and rather far-away example may be quoted to prove the value of the camera as a means of intercommunication in the medical world. It has been known for a long time past that there is a large amount of material of the greatest pathological interest in the south of In-

LYTLE

"STERLING" BRAND PRODUCTS

—make a—

"SAFE HIT"

EVERY TIME.

BE SURE YOU HAVE THEM IN STOCK

PURE TRUE

"STERLING" Crushed Fruits.	"STERLING" Fountain Fruits.
" Whole Fruits.	" Lime Fruit Juice.
" Chop Suey.	" Lime Fruit Cordial.
" Maple Walnuts.	" Raspberry Vinegar.
" Fruit Syrups.	" Ice Cream Powder.

—SEND FOR OUR PRICE LIST—

THE T. A. LYTLE CO. LIMITED

TORONTO CANADA

dia. There are diseases in that region which are rarely known in other climes. Yet the knowledge of these rarer forms of disease has been little disseminated because, in the Madras presidency, there is only one European medical officer to a million and a half of inhabitants. Last year all the medical officers were asked for the loan of photographs of surgical and pathological curiosities which they had met with in their practice, and the South Indian branch of the British Medical Association undertook to publish them in album form. The work of these isolated medical officers will be all the easier, as well as more efficient, when they are made familiar in this way with the work of their colleagues.

Too much space would be required if we were to catalogue the different conditions which photography can illustrate. A rather special case is that of appearances obtained in the post-mortem room. Of late years the camera has come to be looked upon as a necessity in post-mortem examinations. When there is any element of suspicion about the case, of course it is the duty of the police to take the necessary photographs, but in the routine of the autopsy, photographic memoranda are a great convenience from the point of view of the examiner. The camera again come into the realm of forensic medicine as a means of making the preliminary examination of bloodstains.

It is much easier to write about the triumphs of photography in medicine than to describe the necessary equipment. In a field in which photography has been so widely and willingly embraced, and carried up to such a pitch of specialism, it would appear rather futile to make suggestions as to photographic technique. Especially would it appear futile when one remembers that in this case medical knowledge is immeasurably more important than photographic technique, provided always, that the latter reached the standard of efficiency. Moreover, so far as institution work is concerned—and it is in the institutions that the greatest part of medical photography is done—the apparatus and accessories and general disposal of the rooms are governed by the particular requirements of the institution in question. Some of the London hospitals have the most elaborate photographic accommodation, both as regards lighting and general convenience. We have never seen a more admirable dark-room, with its asphalted floor, exhaust fan, and sliding windows, than the one at the recently opened Cancer Research Institute in London.

The photography of medical cases, after all, is only indoor portraiture—a specialized form of portraiture, and one of the bluntest realism, but still portraiture and figure study—and what applies to the one thing very much applies to the other. Instantaneous work is rarely required, except with children and those attacked by nervous disorders. But in considering the outfit, it must be remembered that often it is necessary to bring the entire body of the patient within the picture, not only because the disease affects a wide area, but also because it is required to compare the abnormal with the normal.

The thing that does strike us is the need and scope for a book on medical photography, written by a medical man with practical experience. We cannot think of any at the moment, save two in the French, and even these belong to the period of twenty years ago. That the subject has an increasing interest and value, this article, sketchy as it is compelled to be, bears witness. —Amateur Photographer.

GENIUS.

Genius is really only the power of making continuous efforts.

The line between failure and success is so fine that we scarcely know when we pass it ; so fine that we are often on the line and don't know it. How many a man has thrown up his hand at a time when a little more effort, a little more patience would have achieved success.

As the tide goes clear out, so it comes clear in. In business sometimes prospects may seem darkest, when really they are on the turn. A little more persistence, a little more effort, and what seemed hopeless failure may turn to glorious success.

KENT-M'CLAIN AGAIN.

Messrs. W. J. A. & H. Carnahan, of Yonge and Bloor Sts., who already have one of the handsomest drug stores in town (installed by Kent McClain, Limited—Toronto Show Case Co.) have recently been supplied by the same makers with a beautiful wall fixture and a "Honduras" cigar case, all in rich mahogany.

COMMISSION OF CONSERVATION.

The third annual report, issued by the Department, has just come to hand. The book contains 154 pages with index and illustrations of a high class character. It contains a lengthy report of the proceedings of the third annual meeting, held in Ottawa on January 16, in which is included summary statements of work done under the various committees of the Commission during the past year. The work is complete in every detail, and reflects great credit on the department. It is work of the nature which contributes largely to the development of the country from an educational standpoint.

Special Prices when ordered in bulk packages.

The Pure Food Law prohibits the sale of any but strictly pure

EXTRACT VANILLA

WYETH'S

represents the True Flavor of Choice Vanilla Beans.

Free From Any Adulterant

Pure and Wholesome

John Wyeth & Brother

INCORPORATED

Philadelphia, Pa.

Pepto-Mangan (Gude)

(Reg. U. S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

Specially Suitable for the Canadian Climate

BEETHAM'S

La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Winds, Sun and Hard Water, and prevents Roughness, Redness, Irritation, Tan, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. It Will Keep the Skin in a Perfect condition all the year round.

It is a Perfect Protection to the Skin during All Summer Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England
(Through Any of the Wholesale Houses)

SAL HEPATICA

REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
Large	" "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

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LYMANS, LIMITED, Montreal
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GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

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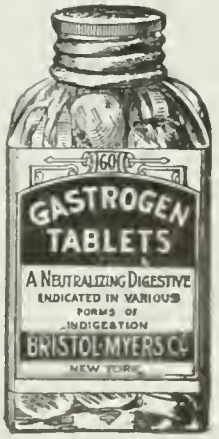

PUSHING OUR OWN TOILET PREPARATIONS.*

E. E. Calkins.

My reasons for pushing my own preparations are purely selfish. I have no great discoveries which I feel in duty bound to distribute to suffering humanity. I have only a desire to sell some things that can be sold by no one else, that must be purchased at my store, that will therefore bring the people to my store if they like them, and want them, and that, being of high quality, shall advertise to the users my skill as a dispenser of things pharmaceutical. This being the case, quality is of first importance. My cold cream must be as good as the best, so that I and my clerks can look a lady in the eye and say: "Madam, this is a cold cream. It is made of the very purest materials; it will not turn rancid; it is of delightful consistency, and I am sure that you will like it." If it is good, the lady will want more, will recommend it to her friends and will come after other things. A preparation which is not a repeater is a waste of time and energy and, if recommended by you gives the lie to what you tell your customers about it.

The package is next in importance. A cold cream jar which is not convenient to open and close or which is so deep that the contents cannot easily be taken from the bottom will prevent future sales. A package which is not neat in appearance is not wanted on the dressing table. A tin can may do for use behind the scenes at a theatre, but for home use, the neatest, daintiest package you can find is not too good.

In my experience I have not found it necessary to use a carton. A package which is to be shipped from factory to retailers and be carried long upon the shelf, may need this protection, but your own packages should always have a new, fresh appearance, as though they had not been made long enough to accumulate dust. Better put the cost of the carton into the lithographed label, or the jar—or keep it yourself.

There are many ways of pushing your own preparations:

First and foremost is the personal push and salesmanship.

Second, the active co-operation of your clerks, secured by commissions or otherwise.

Third, prominent display in the store, not necessarily in large quantities, but so placed that the customers must see it and with price card attached.

Fourth, window displays and placards.

Fifth, frequent mention in your newspaper or advertisements.

Sixth, folders for inclosure with packages and monthly statements or for distribution to select mailing lists.

Seventh, gifts to customers of full sized packages when they make purchases or pay their accounts.

Eighth, by the distribution of small samples. If samples of your preparation will not help to sell it, there is something wrong with it. Many a time a customer will say, "Oh, yes, I had a sample of that, I will take it."

Ninth, by using it as a leader at a cut price for one or more days either alone or in combination with staple articles. Special sales always appeal to the ladies.

Will it pay? Yes, it will, even if you spend all your profits on the article in introducing it as outlined above. You can talk quality in advertised goods but your competitor has them, too. But when you talk quality on your own preparation and your customer finds that your claims are true, you have made an impression upon her mind that will make her think of you when she wants quality. Often those things which are not directly profitable are so indirectly. Very few of you can point to a newspaper advertisement that sold enough goods for you to pay the cost of the ad. but advertising does help your businessi and the greatest businesses are built upon advertising. Just so, it pays to push certain toilet specialties for the sake of indirect effect upon your your business.

But direct profits should also be produced. Surely your own preparations need not cost you two, four or eight dollars, even if they are as good as others that do cost that much.

*Read at a Meeting of the Michigan Pharmaceutical Association.

DRUG TRADING CO., LTD.

The Drug Trading Co., Limited, held their annual meeting of shareholders at the Company's premises, Ontario Street, Toronto, on May 23, which was well attended. The report presented was highly gratifying to all, showing a very large increase of sales. The profits on the year's business were far in excess of any year in the past. The company has paid in dividends during their seven years' existence nearly quarter of a million dollars.

KENT-M'CLAIN AGAIN.

Another of Kent-McClain (Toronto Show Case Co.) mahogany drug stores has been installed for Mr. Henry Lanouette at the corner of Faillon and St. Herbert St., Montreal. The silent salesmen are of the new, but already celebrated "Minton" design.

Pharmacy

IRON CASEINATE MIXTURE.

The following formula says L'Union Pharmaceutique has been approved by the Copenhagen (Den.) Association of Pharmacists :

Buttermilk	700.0 grammes.
Saccharated iron oxide, soluble	100.0 grammes.
Cognac	20.0 grammes.
Alcohol	100.0 grammes.
Fresh orange peel	6.0 grammes.
Aniseed	0.4 gramme.
Cinnamon	0.4 gramme.
Mace	0.2 gramme.
Clove	0.2 gramme.
Water	a sufficient quantity.

The buttermilk is diluted with 500 grammes of water ; this liquid is strained, heated to 40 degrees C. and set aside for an hour. The casein is collected on a linen strainer cloth, washed several times with water, and allowed to drain for twenty-four hours. The iron oxide is dissolved in 300 grammes of water, and this solution is triturated with the casein until thoroughly mixed. The orange peel and the other aromatics are macerated in the alcohol to make a flavoring tincture. This tincture and the cognac are added to the iron caseinate liquid and the whole is increased to 1,000 grammes by adding water.

SYRUP OF POTASSIUM SULPHO-CREOSOTATE

The following formulae for preparation of syrup of potassium sulpho-creosotate were given in the Schwiezerische Wochenschrift in answer to an inquiry :

1.	Potassium sulpho-creosotate	15.0 parts.
	Distilled water	35.0 parts.
	Syrup	45.0 parts.
	Tincture of gentian	5.0 parts.
2.	Potassium sulpho-creosotate	15.0 parts.
	Distilled water	35.0 parts.
	Fluid extract of gentian	5.0 parts.
	Tincture of caramel	0.5 parts.
	Simple syrup, q. s	150.0 parts.
3.	Potassium sulpho-creosotate	50 parts.
	Potassium sulpho-guaiacol	50 parts.
	Distilled water	350 parts.
	Sugar	450 parts.
	Fluid extract of orange peel	50 parts.
	Tincture orange	50 parts.

SYRUP OF MERCURIC IODIDE.

According to the Suddeutsche Apotheker Zeitung a palatable method of administering mercuric iodide is to prepare it in the form of a syrup, for which the following formula is given :

Mercuric iodide	1 gram.
Potassium Iodide	50 grams.
Distilled water	20 grams.
Syrup, to make	2000 grams.

The mercuric iodide is dissolved in the water by the aid of the potassium salt and the syrup added.

SYRUP OF WILD CHERRY, COD LIVER OIL AND MALT.

Cod liver oil	10 fl. drams.
Extract of malt	10 fl. drams.
Glycerin	1 fl. ounce.
Powdered acacia	1 av. ounce.
Oil of peppermint	¼ fl. dram.
Syrup of wild cherry, sufficient to make	20 fl. ounces.

Mix together the two oils and prepare an emulsion by rubbing up with acacia, adding six fluid ounces of syrup of wild cherry.

A NEW NASAL ATTACHMENT FOR "VAPOROLE" AMMONIUM CHLORIDE INHALER.

Ammonium Chloride Vapour is usually inhaled by the mouth, but in some cases it is preferable to inhale through the nostrils and allow the vapour to escape by the mouth. For this purpose a new nasal attachment has been introduced by Messrs. Burroughs, Wellcome & Co. Instead of twin bulbs to go inside the nares an expanded orifice with flanged edges is used. It is made of glass and so shaped as to be adapted to the physical configuration of any patient.

The orifice is placed in position beneath the nose, and the depression in the centre permits the flanged edges to enclose the outer edges of the nares.

This method is to be preferred both on aesthetic and hygienic grounds. The new nasal attachment is fitted with a rubber plug for the reception of the ordinary mouthpiece of the "Vaporole" Ammonium Chloride Inhaler, thus rendering the complete outfit suitable for either nasal or oral inhalations. A noteworthy feature of the "Vaporole" Inhaler is the exact measurement of ammonia and acid which is effected by supplying the requisite quantity of each in atomic proportions in two hermetically-sealed glass containers covered with gauze. These "Vaporole" containers are fractured and placed in a tube, and the mingled vapors automatically filtered, and supplied with sufficient moisture, are inhaled in a pure and neutral condition.

All streets, even the alleys and country lanes, lead to the stores that advertise.

The worship of precedent is the death of business.

COMMERCIAL MANUFACTURE OF PEROXIDE OF HYDROGEN.

(Continued from the June Druggist.)

Again, the following expression represents what takes place when a number of peroxides, of which sodium peroxide is an example, reacts with acids.

$$MO_2 + 2HCl = MCl_2 + H_2O + O$$

The active oxygen forms molecular oxygen, which bubbles off, and is lost. But other products are possible from the same materials, as shown by the equation:

$$MO_2 + 4HCl = MCl_2 + 2H_2O + Cl_2$$

In the latter case, the active oxygen of the peroxide expends its energy in oxidizing the hydrochloric acid, and no hydrogen peroxide is formed. Now, if barium peroxide is allowed to act on dilute hydrochloric acid, the product is almost entirely hydrogen peroxide, with a minimum amount of chlorine. Nearly all other peroxides react according to the second or third equation, or both. If a nonoxidizable acid is used, such as sulphuric or phosphoric, the third reaction cannot take place, and under these conditions the majority of peroxides form water and free oxygen gas. In scientific terms, the energy of the peroxide oxygen reappears in the force which holds together the two atoms of the free oxygen molecules. The chemical energy is, so to speak, misdirected if any peroxide other than that of barium is used. Just why this is so is as great a riddle as why alkaloids are generally bitter and carbohydrates are generally sweet. It is a fortunate fact, and the reason that Thenard discovered hydrogen peroxide is in all probability that he was the first to experiment with barium peroxide.

Barium peroxide is stable in the air, while many other peroxides are not. Finally, the formation of very insoluble compounds permits the complete removal of all barium from the finished solution. Calcium peroxide, for instance, if treated with sulphuric acid, would form calcium sulphate, which is slightly soluble in water (1 : 100), and also forms troublesome cakes which interfere with the completion of the reaction.

The barium peroxide used in this country comes principally from two sources, England and Germany, and the English product is generally of the better quality. The percentage of absolute peroxide varies from about 86 to 93 per cent. the English brands usually running about 90 or 92 per cent.; and the chief impurities are carbonate and unchanged oxide of barium. The first step is to hydrate a weighted quantity of peroxide, which is accomplished by stirring it with water for several hours, sometimes over night, until it ceases to form cakes. Different samples of barium peroxide require different lengths of time for hydration. The product formed is the octo-hydrate, $BaO_2 — 8H_2O$. To this is added the requisite amount of acids, diluted to a point which is found to give the maximum yields, and the whole mass is stirred with a mechanical wooden stirrer for five or six hours, in which time the reaction becomes complete. The decomposition takes place in large wooden vats, and no particle of metal is allowed to come in contact with the solution. The peroxide solution, containing much suspended barium sulphate and phosphate, is then drawn into a settling vat, where the preservative acetanilide is added. The preparation is tested before filtering as to strength and acidity. The percentage of peroxide corresponds to between 11 and 15 volumes of available oxygen at this point, and water is added to bring its strength down to about 10.1 volumes. If the acidity is beyond the limits allowed by the Pharmacopoeia, barium hydroxide is added to reduce it.

THE METHOD OF CLARIFICATION.

The cloudy solution receives its final clarification by being sent through heavy layers of compressed paper pulp, which is the only material which will retain the very finely divided barium sulphate. The last filtration must be very efficient, because the presence of mechanical impurities of any sort detracts greatly from the stability of peroxide solutions.

The finished product is collected in vessels of stoneware, and is then ready for bottling. Pipes and connections of hard rubber or glass must be used, both to avoid the possible corrosive effects of the acid peroxide on metals, and to prevent the catalytic decomposition of the peroxide itself by contact with metals.

Thus prepared, hydrogen peroxide solution is a feebly acid aqueous liquid, containing about 3 per cent. of absolute peroxide by weight, equivalent to about 10 volumes of available oxygen. (If we reckon the specific gravity of the official peroxide solution as 1.01, a simple calculation shows that a 10 volume solution represents 3.0% per cent. by weight.) Nearly all the peroxide of the present day contains a small amount of acetanilide, which has a remarkable preservative action. The proportion generally met with is three-sixteenths of a grain per fluid ounce, or 21 grains per gallon. This amount is extremely small, being well within the limit of total solids permissible in a good drinking water, yet its use has practically done away with all the wiring of corks and bursting of bottles, even in hot weather. The lack of a suitable preservative was the principal reason for the comparatively late adoption of peroxide into general use, and the whole subject of preservatives will be treated more at length in another paragraph. The acids present are of course phosphoric and sulphuric,

though inferior articles may contain hydrochloric and even hydrofluoric acids. If the acidity of the solution is due to sulphuric acid (and much the same thing applies to phosphoric acid) the peroxide will not contain barium, on account of the great insolubility of barium sulphate and phosphate.

If no sulphuric or phosphoric acid is present, barium salts may be in solution, and the article is unfit for internal use. Another impurity often found in samples of peroxide that are offered at a low price is arsenic, which is introduced by the sulphuric acid. A cheap grade of acid is used, which is made from arsenical pyrites, and the arsenic in soluble form passes along with the peroxide through all the operations and appears in the final product. Hydrofluoric acid, barium, and arsenic are therefore the impurities likely to be met with in inferior goods. The U.S.P. contains tests for the presence of all these substances, and no peroxide which contains any one of them can properly be called of U.S.P. quality.

The small amount of acid which is found in nearly all brands is not regarded as an impurity but the official standards set a limit to the amounts which may be present. Too much acidity causes irritation of the tissues to which peroxide is applied, while it is almost impossible to make a neutral solution of hydrogen peroxide which will keep. Alkaline solutions decompose very rapidly, and neutral solutions soon take up enough alkali from their glass containers to cause them to lose strength at an intolerable rate. A small percentage of acid prevents decomposition to some extent. The Pharmacopoeia prescribes that the amount of acid in 25 cc. of peroxide solution shall not be greater than can be neutralized by 2.5 cc. of tenth-normal alkali. Reckoned in terms of sulphuric acid, this would be 0.049 per cent.

PRESERVATIVES.

The question of preservatives in peroxide is still shrouded in deep mystery. It is known in a general way that acid solutions of peroxide are fairly stable, while alkaline solutions decompose very rapidly. Nevertheless a thirty per cent. solution has been on the market for some years, which is perfectly stable, which contains no preservatives, and is neutral. Again, small quantities of certain substances add to the keeping qualities of the solutions, but it is impossible to predict what compounds will have this effect. The usual antiseptics, as might be expected, are of no special benefit. Hydrogen peroxide itself is such a powerful antiseptic that the possibility of bacterial action as a cause of decomposition is practically nil. To some extent alcohol acts as a good preservative. From one to three per cent. prevents loss in strength in a marked manner. At one time boroglyceride was much used, but this practise is now discontinued, although boric acid is sometimes found in peroxide solutions. From the medical standpoint, boric acid is an excellent preservative, since it is both antiseptic and non-irritating. Salicylic and benzoic acids have been employed to a limited extent, with indifferent success. Certain French investigators have made extraordinary claims for sodium chloride, stating that its action is ten times as favorable as that of acids; that is, a solution preserved with sodium chloride will maintain its strength ten times as long as one containing acids. This claim is apparently not substantiated by the modern methods of manufacture.

The usual preservative, as already stated, is acetanilide. It is related that the use of this substance is the result of a happy accident. A chemist was seeking to prepare a stable compound of acetanilide and hydrogen peroxide. Although he did not succeed, he noticed that peroxide solutions were affected in a most salutary way by the presence of acetanilide. The secret was kept for some years, but leaked out at last, and at the present day the addition of acetanilide is almost universal. Except that the amount present must be stated on the label, no legal restrictions apply to its use. Under some little-understood conditions, the compound is slowly oxidized to nitro-benzene, causing the solution to turn yellow, and imparting to it the odor of bitter almonds. It is very doubtful whether a peroxide solution that has undergone this change is intrinsically of less value than a fresh preparation. The amount of nitro-benzene formed is too small to be actively toxic, and the odor is not unpleasant to most nostrils. Nevertheless, a part of the active oxygen has been expended in the oxidization process, and the preservative has been destroyed, so that very rapid deterioration of the solution is likely to ensue. Moreover, the formation of nitro-benzene may be regarded as a sign of faulty manufacture, as it is quite possible to make peroxide solutions with acetanilide as a preservative which will not become colored. Finally, neither dealers nor buying public are guided by the light of pure reason in disposing of such questions, and peroxide solutions which have become yellow are classed as spoiled goods, to be returned to the manufacturer.

WORKING UP WASTE PRODUCTS.

The other products of the reactions which lead to the formation of the hydrogen peroxide are barium sulphate and phosphate. The valuable phosphoric acid is recovered from the latter by treating it with sulphuric acid, filtering, concentrating, etc. About 80 to 90 per cent. of the phosphoric acid may thus be reclaimed and used

again. This has a material effect on the cost of manufacture, which in the large scale may run as low as 15 to 20c. per gallon, while a small batch made by the Pharmacopoeia directions would certainly require an outlay of at least 60 cents for material enough to make a gallon of 3 per cent. solution. The final product, barium sulphate—the blanc fixe, as it is called—is sold to paper manufacturers for use as a filler, and to a limited extent it is also employed as a white pigment in water-color paints.

Assuming the purity of barium peroxide to be 90 per cent., and putting the specific gravity of a 3 per cent. peroxide of hydrogen solution at 1.01, it is easily calculated that one pound of barium peroxide will theoretically produce 5.72 pints of solution. In actual practice, the theoretical yield is never realized, but is closely approached when the process is efficient. Between 5 and 6 pints of solution are obtained from every pound of barium compound. It is interesting to note that as early as 1878, Bourgougnon claims to have made peroxide solutions, using barium dioxide and hydrofluoric acid, by a process which gave him nearly 40 gallons of solution for 60 pounds of barium salt. The strength of the product is not stated, but assuming it to be 3 per cent., a yield of 93 per cent. of the theoretical is indicated, which is rather surprising.

It was not until about 1860 that Richardson, in England made any extensive use of peroxide in medicine. He employed it in a great variety of diseases, with good results in many cases. The report of his investigations is enthusiastic yet we know that he used peroxide in such disorders as typhus and diabetes, where its good effect are generally admitted to be slight. The extension of its use in medicine was largely prevented by the impossibility of obtaining stable and non-irritating solutions. The functions of a small amount of acid as a preservative was not clearly understood, nor had other preservatives been discovered. For about twenty years more, peroxide slowly came into notice, until in the early eighties it became an ordinary article in the drug trade, with considerable improvement in in quality. The excellent work of peroxide in breaking down the false membrane in diphtheria, as well as its favorable action in scarlet fever, tonsilitis, catarrh, etc., came to be generally recognized.

At the present day it is used as a gargle, as an antiseptic for suppurating sores and wounds, as a first-aid lotion in cuts, scratches, and injuries of any character, as a mouth and tooth wash, for sterilizing surgical instruments, as an anaesthetic for sensitive dentine and as a bleach for darkened teeth in dentistry, as an injection in gonorrhaea and syphilis, etc. It is an excellent styptic, since it has an immediate coagulating action on the blood, and cleanses the wound at the same time. The ubiquitous "dephlogisticated blonde" serves to remind one of its use as a hair and skin bleach. The commercial solutions are employed to an increasing extent by laundries, and are also valuable for restoring the color and freshness of old oil paintings and engravings.

OUR BEST GENERAL ANTISEPTIC.

Early opinions as to the merits of peroxide in disease show great variance. No doubt much of the uncertainty was due to the lack of uniformity in the different solutions employed. But it was not long before its great value as a disinfectant and germicide came to the front, and these properties, together with its bleaching power, are its chief claims to recognition to-day. As an antiseptic it stands amongst the best. The work of Ellis shows that it belongs with his class of "very active" antiseptics, which includes mercuric iodide, silver iodide, hydrogen peroxide, mercuric chloride, and silver nitrate. It is therefore our third strongest germ-killer. A 1 : 20,000 solution will prevent the formation of bacteria, while carbolic acid will produce the same effect only when 66 times as strong. Moreover, both mercuric iodide and silver iodide are very insoluble and very expensive substances, so that hydrogen peroxide bears the palm as an effective combatant of disease and putrefaction. It is odorless, colorless, has no ill effects on the organism, and when its strength is exhausted, leaves as a residue only water.

A STEADY DROP IN PRICE.

The introduction of official standards in the Pharmacopoeia of 1890 was a potent factor in bringing about advances in manufacture. Previous to that time analyses show that samples were to be found on the market with from 0.8 to 20.9 volumes of oxygen, and containing sometimes as much as 3.5 per cent. of silicofluorides. At the present day, any one of a number of brands of peroxide is of excellent quality as regards strength, low acidity, and keeping properties. The increase in sales during the past ten years has been almost phenomenal, and at the same time the price has been steadily dropping. During the year 1901, technical peroxide was quoted at 25-35c. per pound, and the medicinal at 40-65c. By 1906 the figures had fallen to 15-20c., and 20-25c. respectively, and to-day's prices for medicinal brands are as low as 16-23c. per pound. The first brand of peroxide to become well known sold at one time at $6 per dozen four ounce bottles. To-day a superior article can be bought at $5.35 per gross of the same size, a reduction to one-thirteenth the former price.

Peroxide of hydrogen is not an article which

BENGER'S Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food.

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Stay at home while you study Pharmacy. We teach you by mail We give you the same instructions that you get at College.

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EVERY DRUGGIST SHOULD CARRY

-FAIRBANK'S SOAPS-

GLYCERINE TAR SOAP—for shampooing.
PUMMO SOAP—for the hands.
SANITARY (Carbolic) SOAP—for General use.

Because they are the best to be had, and show the dealer a margin of over 75% profit.

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—MANUFACTURERS OF—

Sprinkler Tops,
Talcum and Tooth Powder Tops,
Aluminum Collapsible Drinking Cups,
Collapsible Tubes, and
All kinds of cast metal goods.

Sole Manufrs. of Drummond Pat. Closed Tube

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SUMMER GOODS

Citrate of Magnesia, Effervescing Soda Phos. and Effer. Fruit Salines

Our heavy demand for these goods is due to the high quality that we manufacture. A number of these lines are put up in very attractive packages in a great variety of styles.

See samples and get prices.

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - MONTREAL - WINNIPEG

can be dispensed only by the pharmacist. In nearly all States its sale is permitted by all who handle general merchandise. Improved methods of manufacture have made it cheaper, but it must also be remembered that in the public mind an article in such general use as peroxide is not one on which a high price can be maintained, and a very natural desire to buy cheaply has led many customers away from the drug stores. Smaller profits and larger sales are henceforth to be the rule. Other things being equal, the average customer will prefer to buy peroxide from a responsible pharmacist. The reputation of the latter acts as a guarantee that the article is of good quality. But buyers are coming to learn that standard brands are supplied at other places and very often at lower prices than they can be purchased for at a drug store. Peroxide has passed from the class of medicinal substances into that of toilet and household articles. The pharmacist who sells it becomes, in the eyes of the buyer, merely a merchant, and no added profit, such as would be allowed if professional services were involved, is any longer possible. — Pharmaceutical Era.

TIPS FOR THE RETAIL CLERK.

Here are a few business epigrams. Some one of them may hit you in your weak spot and help you to take a business brace. They are from "Success in Retailing," compiled by Butler Bros. of Chicago for circulation among their customers.

A neglected job doesn't hurt the job nearly so much as it hurts the one who neglects it.

Of business, the more you know about it, the more there is to know about it.

A buyer's mind is ever on the defensive. To get past this defence is the true mark of salesmanship.

If there is a Hades it is a place where we may look back upon the opportunities we have lost.

It is the catering to exceptions in any business that kills the pace.

We are not measured so much by what we do as by what we get done.

We owe so much to ourselves that we really can't afford to run very deeply into debt to others.

No one has placed a limit on your possibilities —save only yourself.

Faint heart never won fair buyer.

There would be fewer failures if there were fewer men blocking the way to their own success.

Salesmanship is the fine art of making the other fellow feel as you do about the thing you have for sale.

Would you hire yourself for the job were you the boss? Introspect.—Practical Druggist.

LABORATORY NOTES.*

By Thomas A. Egan.

AROMATIC SPIRIT OF AMMONIA.

This preparation has recently been exploited by the N. A. R. D. to physicians by letter, and without a doubt will be more in demand than heretofore.

This preparation has wonderful merits when properly made, but by most pharmacists the active part, or a portion of it, is filtered out, besides not giving the preparation reasonable thought and care as to the aroma and color.

I follow the U.S.P. method with a few exceptions as follows :

To the ammonia water, which should be U. S. P., 10 per cent., contained in a flask, add the distilled water, and afterwards the ammonium carbonate, which should be in translucent pieces only and finely powdered. Close the flask and agitate the contents until the ammonium carbonate has dissolved, then allow the solution to stand for twelve hours.

I introduce the oils into one-half the quantity of alcohol and place this solution in a refrigerator for forty-eight hours to blend. The other half of the alcohol I warm slightly to deprive it of any chill, and add the ammonia solution to it. My reason for adding the solution to the warm alcohol is to avoid precipitation. By having the alcohol warm, I mean that it should be only slightly so, and not raised to such a temperature that it would be near the boiling point. Now add the alcoholic solution of oils to the solution of ammonia, and instead of adding water enough to make the required amount (1000 Cc.) add alcohol.

This spirit, when made according to this formula, will be minus a crystalline precipitate, will possess a pleasing aroma, have an elegant color, and will meet the requirements of the most exacting physician and critical patron.

AROMATIC ELIXIR.

This valuable and extensively used elixir may be made according to the U. S. P., with the following exceptions ; it will then possess a more elegant aroma :

Take the required amount of the oils to make compound spirit of orange U. S. P., and dissolve in the alcohol. Put this solution in a refrigerator (the fountain may be used) and allow the solution to remain forty-eight hours. I find the oils blend with a more fragrant aroma than when strictly following the U. S. P. Remove the solution from the refrigerator and let stand at the temperature of the room for twelve hours. Now follow the directions as given in the U.S.P.

This preparation, when made this way, retains

*Read at the meeting of the Pennsylvania Pharmaceutical Association.

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited
TORONTO, CANADA

HORLICK'S MALTED MILK

is pure full-cream milk, combined with the extract of malted grains, and is manufactured by

Horlick's Malted Milk Co.

at Racine, Wisconsin, with the scientific methods, apparatus and sanitary precautions, resulting from their experience of over a third of a century.

A delicious, nourishing Food-Drink that is distinctive and inimitable. Reliable—Uniform. Endorsed by the medical profession and the public for over 25 years.

Advertising material for Cold Soda Fountains free and prepaid upon request.

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Make Money Selling
the strongest line of the most palatable and effective Lozenges, and well known to the public.

London Hospital Throat Lozenges
(Formulæ of Sir Morrell Mackenzie)
English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per jar 90c.) In lots of 16 jars, $12 80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

English Peppermint Lozenges — Licorice Gum Drops
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English Mint and Licorice Jujubes

Put up in 5c packages.
When ordering from your Jobber be sure to specify Roworth's.
Guaranteed under the Pure Food and Drugs Act. Serial number 1023.

The Roworth Mfg. Co., 85 Maiden Lane, New York
Write for Price List. F. O. B., N.Y. Strictly Pure
These goods can be had from any of your jobbers

the same aroma for a longer time than when made by any other process I have ever seen tried.

COMPOUND TINCTURE OF GENTIAN.

In the U.S.P. process for making this compound, the gentisic acid precipitates. Replacing two ounces of the water of the menstruum by glycerin, this precipitation may be avoided.

Is not this process better than that of the U. S. P., when the precipitation is seldom shaken and the precipitate remaining until the container is finally emptied? Or on the other hand, is the precipitate an objection or a principle looked for?

Elixir Iron Quinine and Strychnine Phosphates.

The valuable and extensively used elixir is best made according to the U.S.P. method, with the following exceptions:

The soluble ferric phosphate is put in a wide-mouthed bottle with 30 Cc. of distilled water and dissolved by agitation, without the aid of heat, as heat deprives the finished elixir of its true color, which should be a nearly "pea-green."

Dissolve the alkaloids in the alcohol and heat enough to slightly warm the alkaloidal solution; now add the phosphoric acid; the reaction takes place immediately; the alkaloids being converted into phosphates; otherwise, if the alcohol solution is not warmed, there forms a precipitate, which may be avoided by following the above directions.

I have made this elixir for several years by this process, and have a sample nearly two years old that is as perfect in color as when first made.

Compound Syrup Hypophosphites, U. S. P.

This syrup is a source of trouble to many pharmacists as to its keeping properties. To my mind, the fermentation is caused by insufficient amount of sugar. This I overcome by replacing four fluidounces of water by glycerin. The sample I have in my possession was made four months ago and is as perfect as when first made.

SILVER NITRATE IN PILLS

This salt readily decomposes in the presence of organic substances. I find the following method one that gives me perfect satisfaction:

Rub the silver nitrate to a fine powder with twice its weight of kaolin and mass with resin cerate or petrolatum or lanolin.

QUININE IN HAY FEVER.

Suggestion is made for the use of quinine in a one or two per cent. solution for the treatment of hay fever. In some cases the solution is dropped into the inner canthus of each eye, passing down through the tear duct. It comes into direct contact with the nasal passages. Other remedies could probably be used successfully in this manner.

PREPARATION OF HYDROUS OINTMENT BASES.

Ointments which contain water are easily absorbed by the skin, and also afford a more favorable sphere of operation for the medicinal substances in them than those which are free of water. According to a process patented by Schleimer, ointment bases can be made which will take up several hundred per cent. of water. The method of preparation consists in melting together a mixture of a solid hydrocarbon melting about 64 degrees, a liquid hydrocarbon, and an unsaturated monobasic acid, and incorporating water or an aqueous solution with this mixture by thorough beating. Medicinal substances are added to the water, or, when insoluble, are added directly. For example, a solution of 80 g. of potassium iodide in 100 g. of warm water is added to 25 g. of a mixture of six parts of paraffin melting at 64 degrees, 3 parts of liquid paraffin, and 2 parts of oleic acid, and the whole beaten together until a uniform salve results. The product is readily absorbable, is not irritating, and is almost odorless, even when the medicating ingredient has an odor. (D.R.P., 243,661.)

IS DIABETES CURABLE?

According to the Sanol Mfg. Co., of Winnipeg, diabetes is undoubtedly curable, since the discovery of anti-diabetes. The above named firm have recently published a circular, in which they give some very useful and interesting hints in regard to diabetes and other diseases. The circular reads: Diabetes is one of the most cruel maladies to which mankind is subject, and many complications, arising from time to time, making life seem almost unbearable. For many diseases, medical, scientific and physiological knowledge and experience gained from years of deep research, have achieved remarkable results, but, up to now, little has been discovered of practical value in the treatment and cure of diabetes. In fact, people have begun to look upon disease as well-nigh incurable. Even in the medical profession can be found physicians who are of the same opinion, regarding sceptically any claim to ameliorate or improve the condition of a diabetic patient. "Sanol's" Anti-diabetes, the new discovery, will cure this dread disease when all other remedies fail. It is, without doubt, the only remedy known by which any diabetic patient, young or old, can be cured.

There is no failure, except in no longer trying. There is no defeat, except from within; no really insurmountable barrier save our own inherent weakness of purpose.

Lyman's Water Glass Egg Preserver

BEST QUALITY

Put up in 1-lb. tins—Price, $1.10 per dozen.
Put up in 5-lb. tins—Price, $3.75 per dozen.

One pound makes one gallon of Preserving Solution

PA-MO Liquid Straw Hat Cleaner

The only Liquid Cleaner on the market and guaranteed not to turn yellow.

Retail Price, 25 cents **Price, $1.50 Dozen**

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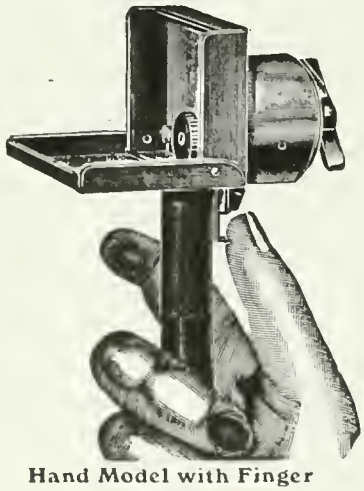
Wholesale Druggists TORONTO, ONT.

Agfa Improved Flash Lamp



Hand Model with Finger Release

A New and Improved Model is now marketed in place of the old lamp with its uncertain safety matches. A spark giving metal has now been substituted which is absolutely unfailing and ready for use at a moment's notice. Many hundreds of sparks can be given without renewing the sparking metal, which, however, can be replaced after being worn out.

For Sale at all Photo Dealers.

Canadian Agents:

HUPFELD, LUDECKING & CO
1 and 3 St. Helen Street Montreal

FELT PENNANTS

Good assortment of Colors and Designs

Write for prices

Also see our Post Cards, Booklets, Etc., Etc.

Our Xmas Booklets at $4.50, $10.00 and $20.00 are the best values in the trade. We are visiting every town in Canada with population of 800 or over. Be sure you see our collection before buying. It is the best.

Pugh Specialty Co., Limited.

Toronto, Canada.

Canada's Largest Picture Post Card House

ALBERTA.

The Banff Pharmacy have started business at Banff, Alta.

Thos. Hinton has opened a new drug store at Beaver Mills, Alta.

S. J. Watson, druggist of Frank, Alberta, has made an assignment.

William Blair has purchased the drug business of McDuffee Bros., at Raymond, Alta.

The Red Cross Pharmacy, Wainwright, Alta., suffered a small loss by fire recently.

McDuffee Bros., & Co., druggists at Raymond, Alta., are reported to have sold their business.

Miss A. Hallwood has taken over the drug business of the Asquith Drug Hall, Asquith, Alta.

The Dunlop Drug Co., Ltd., Stelter, Alta., have changed their name to the Palace Pharmacy, Ltd.

BRITISH COLUMBIA.

A. C. Douglas has purchased the drug business of Dr. A. J. Gordon, corner 3rd ave. and Stephen St., Vancouver, B. C.

The Barker Drug Co., of South Vancouver. C., have opened a branch store at Fraser Ave., and 48th St., Vancouver, B.C.

Pake & Moury have purchased the drug business of Beattie-Murphy Company, Elko, B.C.

Merryfield & Daek have opened another branch store in Victoria, B.C.

MANITOBA.

Dr. Stewart has purchased the drug business of S. J. Kirk, Oak River, Man.

Fred McLellan has purchased the Selkirk Ave. branch store of Harrison Bros., Winnipeg, Man.

Vincent Thompson has purchased the drug business of C. A. Baird, William ave., Winnipeg, Man.

Connell & Co., druggists at Winnipeg, Man., suffered damage by water recently. They were insured, however.

NOVA SCOTIA.

Henry Curtis has taken over the drug business of R. J. Phillips, Halifax, N.S.

H. A. Watson has purchased the drug business of J. J. Turnbull, Sydney, N. S.

H. A. Watson has purchased the drug business of the late C. E. Huggins, Halifax, N. S.

The Alfred A. Brander Co., Ltd., of Amherst, N.S., has been incorporated, and will carry on a drug business. Capital stock $10,000

ONTARIO.

C. C. Narroway, druggist at Brampton, Ont., has sold his business.

G. W. Brander has purchased the drug business of J. G. Karn, Woodstock, Ont.

W.J. Tucker, druggist at Gore Bay, Ont., died recently.

B. A. Mitchell, druggist, of London, Ont., died recently.

B. A. Mitchell, druggist at London, Ont., died in June last.

A. W. Lawrence, druggist at Collingwood, Ont. has sold his business.

Orval Byer has purchased the drug business of E. B. Flint, Port Perry, Ont.

The Burgess-Powell Co., Ltd., druggists at Toronto, are retiring from business.

G. Howard has purchased the drug business of C. J. Cunningham, Hamilton, Ont.

The Jack Drug Co. has purchased the business of Chas. Narroway, Brampton, Ont.

It is reported that G. W. Elliott, druggist at Merrickville, Ont., has sold his business.

E. J. Mitchell has purchased the drug business of P. B. More, Paisley, Ont.

E. J. Madill, druggist of Caledon East, Ont., has closed his business in that town.

W. E. Brimblecombe, druggist of Queen Street west, Toronto, has made an assignment.

C. A. Nettleton, druggist of Penetang, Ont., has opened a drug store at Port McNichol, Ont.

J. W. Wood, druggist of Queen St. East, Toronto, had his store window smashed by an auto on June 6th.

The partnership of Campbell & Murphy, druggists at Owen Sound, Ont., have been dissolved. The business will be run under the name of Campbell Bros.

The firm of Campbell & Murphy, druggists of Owen Sound, have dissolved partnership. Mr. Murphy will be succeeded by Mr. Fraser Campbell, brother of Mr. Campbell, senior partner.

QUEBEC.

H. Paneuf has purchased the drug business of Wilfred Barolet, Montreal Que.

SASKATCHEWAN.

A. Fletts has opened a drug store at Tomkins, Sask.

Dr. Hopkins has opened a drug store at Blaine Lake, Sask.

Fred Howell has commenced a drug business at Arelee, Sask.

J. Harry Best is opening a new drug store at Vanguard, Sask.

H. S. Gaffin has opened a drug business at Saskatoon, Sask.

Porteous & Mills have purchased the Carlyle Pharmacy at Carlyle, Sask.

Dr. Cassels, druggist at Young, Sask., has discontinued his business there.

Harry W. Greenway has purchased the business of the Saskatoon Drug and Stationery Co., Saskatoon, Sask.

PERSONAL

CHRISTMAS GREETING CARDS

THE ALBEMARLE SERIES

has established its place in the trade as the premier line and will be found in the leading stores throughout Canada.

SAMPLE BOOKS NOW READY

WRITE FOR YOURS

Although always at the head, this year The Albemarle Series will be found to be daintier and more distinctive than ever, no effort having been spared to attain that end.

Our proposition is a particularly good one. The sample book costs you nothing. You take the order from the book and send it to us. We print your customer's name and address on the cards which are then returned to you and you are allowed a discount of 40% off the list prices. No risk, no capital tied up but great opportunity for big business and an abundant harvest of net profits.

WRITE US TO-DAY

The Valentine & Sons United Pub. Co., Limited

CANADIAN OFFICES AT

MONTREAL TORONTO WINNIPEG VANCOUVER

Factories: DUNDEE and EDINBURGH, SCOTLAND

IT WILL PAY YOU TO STOCK
SPRATT'S DOG CAKES
SPRATT'S DOG MEDICINES
SPRATT'S DOG SOAP
SPRATT'S BIRD SEEDS
Your Jobber can supply. May we send our Illustrated Export Price List. (IN PACKETS)
Write Spratt's Patent Ltd., London, Eng. Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal

DRUG REPORT.

Business during the past month has been very active. There have been startling changes in the price of iodides, the advance on the various salts averaging from 50c. to 75c. lb. higher.

Mercurials, which have been low, have advanced about 5c. lb.

Quinine is firm at the advance.

Codeia Salts are quite a little easier.

Santonine keeps soaring upward.

Paris Green, higher in price is not improbable.

Mercolized Wax has been advanced by the manufacturer to $7.65 doz.

Saxolite has been advanced to $5.85 doz.

A—Advanced. D—Declined.

A.—Ammonia iodide	oz.	.45
A.—Cadium Iodide	oz.	.40
A.—Cantharides Powder, Russian	lb.	$1.30
D.—Codeia Crystals	oz.	6.85
D.—Codeia Phosphate (¼ oz.)	ea.	.85
D.—Codeia sulphate (¼ oz.)	ea.	.85
A.—Elder Flower Water	lb.	.35
A.—Iodine, Commercial	oz.	.35
A.—Iodine Resublimed	oz.	.40
A.—Iodoform	oz.	.40
A.—Pot Iodide	lb.	3.75
D.—Potass Sulphocyanide	oz.	.10
A.—Soda Iodide	oz.	.40

SOLUBILITY OF EXTRACTS ON KEEPING.

Jacobson reports that extracts of rhubarb, colocynth and nux vomica showed no change in their solubility in alcohol or water after being kept six to eight months; extracts of gentian become less soluble in strong alcohol but exhibited little change in dilute alcohol. Extracts of henbane and belladonna showed differences that no general statement could be made about them. The solubility of extract of rhubarb did not depend on the temperature at which it was kept.

MIXING AN ACID FIXING BATH FOR GAS-LIGHT PAPERS.

It is important to mix the bath exactly according to formula. Be sure to use No. 8 Commercial Acetic Acid, also known as 28 per cent. Acetic Acid. Sulphite of full strength must be used to insure the proper balance. Old sulphite is apt to lose strength and will not do the work.

Hypo is attacked by acid and alum, the action being to decompose the hypo, liberating sulphur. When this takes place the bath becomes more or less milky, having a white precipitate, and prints fixed in this bath are apt to turn brown in color in spots, usually in the lighter portion of print first. Prints are also liable to bleach in high lights.

Sulphite of soda protects the hypo from the action of acid and alum, and if it is in good condition there will be no liberation of sulphur and bath will stay clear.

First dissolve the hypo in water, then dissolve the hardener separately and add to hypo solution. If it becomes milky it indicates weak sulphite or acid too strong. It is sometimes advisable to use more sulphite than formula calls for, and the amount in the formula can be doubled without harm. The only ill effect of too much sulphite is to make the bath milky also, but this will not harm the prints.

The acetic acid clears the bath, but if too much sulphite is present it cannot clear it completely.

You may be at a loss to know just what is causing the bath to be milky as we have stated that it can happen by an excess of either acid or sulphite.

When the acid is in excess the sulphur liberated throws off a sulphurous gas which can easily be detected by the odor.

When the bath is milky by excess of sulphite there will be no sulphurous odor, and a little bit more acid added will clear the bath.

Buyers report that aeroplanes come high, but what could they expect?

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request.**

—WRITE US—

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent Insertions 25c. Send cash with order.

WANTED.

A third year apprentice or a clerk. Must be good dispenser and salesman. Apply to The Rexall Store, Carleton Place, Ontario.

WANTED.

Druggists in every locality to sell my beautiful Massager Venus Rejuvenator. Fifty Toronto drug stores having great success with it. Advertisement on page 506 in this paper. Write for attractive booklet and wholesale prices. FRANK BAUSCH CO., 16 Dalhousie St., Toronto.

INTEREST TO DRUGGISTS.

We offer exclusive agencies to druggists for new Superior Brand High-Grade Package Chocolates. Now being placed. Write today, if interested, to A. M. BRUCE, St. Thomas, Ont.

MANUFACTURING CHEMIST WANTED.

Practical man wanted to take charge of a laboratory. Good salary, permanent position with good future. Apply to Red Cross Pharmacal Co. Ltd., 92 Des Prairies St., Quebec, Que.

CODEONAL.

Codeonal, a newly-introduced narcotic and hypnotic, is described as a mixture of 11.76 per cent. codeine diethylbarbiturate and 88.24 per cent. sodium diethylbarbiturate. The codeine diethylbarbiturate is made by uniting one molecular weight each of codeine and diethylbarbiturate acid, and forms a well crystallized salt containing 63 per cent. codeine. It melts at 85 degrees C., and is soluble in alcohol, chloroform, ether and in 30 parts of water, but is insoluble in benzene, xylene and tolune. Codeonal is marketed in powder and in tablet form. The tablets contain 0.02 Gm. codeine diethylbarbiturate and 0.15 sodium diethylbarbiturate each, and are sugar coated because of the bitter taste of the preparation. The codeine content of the preparation is 7.4 per cent. Codeonal is stated to be well adapted in those cases where sleep is interfered with by a cough or pain, or wherein codeine medication is indicated.—Merck's Report.

VENUS REJUVENATOR

Home Massager Beautifier

Auto-Positive Vacuum Apparatus Operated on the Water Faucet — One Trial Convinces

Patented — Guaranteed

Cures Rheumatism, Indigestion, Bruises, Sprains. Stops Falling Hair. Eradicates Blackheads, Pimples, Wrinkles. A Creator of Proper Blood Circulation.

Write for booklet and wholesale prices. Large profits. Machine recommends itself.

FRANK BAUSCH COMPANY

16 Dalhousie St., Toronto. Phone Main 1552

TREAT YOUR HELP RIGHT.

Deal with your clerks in a spirit of fairness—for your own sake.

Do so not merely because of the sure returns that policy pays in increased self-respect, but because such fairness also yields money profit.

Mistreat your help and you're sure to arouse in them resentment which will eventually react on customers.

Let trade always be waited on in your store by clerks who are dissatisfied, resentful, and trade will soon "come high" for you.

You can still make your bargains compelling enough to draw trade. But who will choose to linger in a resentful, discontented atmosphere?

And unless trade lingers long enough to be coaxed into buying some things additional to the bargains, there is no profit in it.

So—keep on giving real bargains, and keep on making your store attractive in all the other material ways of cleanliness, orderliness, arrangement of goods, fixtures, etc.

But—don't then spoil utterly all the effect of so much effort by forcing your customers to deal with discontented, resentful clerks.

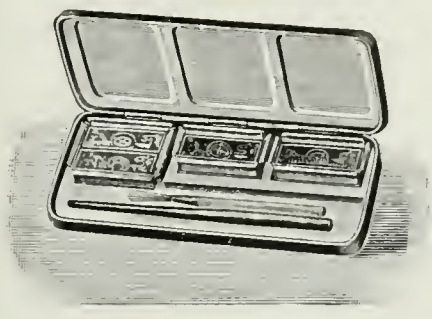
Remember that it is the clerk who makes the last move in changing your goods for your customer's money.

Make the last first in your planning. Assure yourself of contented, interested clerks.

Do so by being absolutely fair with them—keeping none that does not respond to that treatment.

NEW PRIMARY COLOR PAINT BOX.

A new primary color paint box, No. 36-4, retailing at fifteen cents, is being sold by Buntin-



Gillies & Company, Limited, Hamilton and Montreal. We illustrate it above. Each tin box contains four cakes, two of mineral yellow, and one each of ultramarine and carmine, also a camel's hair brush and holder. The colors are of extra strength.

Many a man who tries to be a ray of sunshine only succeeds in becoming a pest.

PHARMACY.

ANTISEPTIC OINTMENT.

Monteil (Presse Medicale) proposes the following substitute for cold cream and similar preparations:

Antipyrin..... ....188 parts.
Resorcin... .... .110 parts.
Terpin hydrate..... ....180 parts.

These three substances are melted together at about 125 degrees in an oil bath. An oily liquid is obtained which, upon cooling, solidifies to a glassy mass. This mass is soluble in warm glycerin (1 part to 2 parts of glycerin), yielding a magma similar in consistency and appearance to freshly prepared cold cream. It exhibits an antiseptic action and, since it contains no fatty matter, is easily removable by water. The author expresses his belief that this preparation will be found a very valuable one.

ELIXIR ACETANILIDE COMPOUND.

Acetanilide..... ....320 grains.
Caffeine..... .... 32 grains.
Tincture of nux vomica..... ....256 minims.
Aromatic spirit of ammonia... 8 fl. ounces.
Purified talcum (U.S.P.)... .....120 grains.
Aromatic elixir, to make... ..... 16 fl. ounces.

Dissolve the acetanilide and caffeine in the aromatic spirit of ammonia by agitation, then add the tincture of nux vomica and enough aromatic elixir to make 16 fl. ounces. Incorporate the purified talcum thoroughly with the mixture and filter. Dose, one teaspoonful every two or three hours in a wineglass of water (Dr. P.E. Hommel, N. J. Ph. A.)

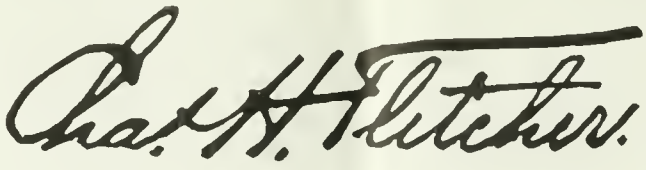
OZONIN: A NEW BLEACHER.

This new bleacher known as ozonin is said to be prepared by dissolving 125 parts of rosin in 200 parts of oil of turpentine. This solution is mixed with a solution of 25 parts of potassium hydroxide in 40 parts of water and then with 90 parts of hydrogen dioxide solution. This jelly obtained becomes liquid when exposed to light for a few days.

PASTE FOR CLEANING WINDOWS.

Mix with 1 part olive oil, 1 part of ammonia, 2 parts of lime and 1 part of water to a thick paste.

If after having followed the ordinary procedure of cleaning a piece of glass, a small sack be made of coarse cheese-cloth and filled with lampblack and the glass thoroughly polished with this, and then polished with a clean cloth, it will assume a brilliancy unobtainable by any other means.

The Signature of  Is on Every Wrapper of

CASTORIA

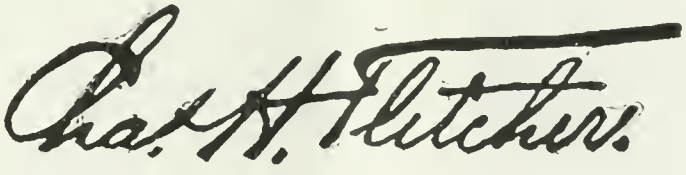
Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

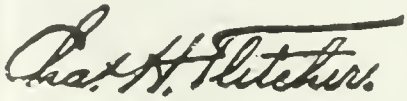
Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of



THE CENTAUR COMPANY
77 MURRAY STREET, NEW YORK CITY.

 President.

The Canadian Druggist

Vol. xxiv TORONTO, CANADA, AUGUST, 1912 No. 8

—Twenty-fourth year of Publication—

THE

Canadian Druggist

MONTHLY

The W. J. DYAS PUBLISHING CO. Limited, Publishers

Subscription, one dollar per annum in advance

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

THE CANADIAN DRUGGIST,

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Telephone, Main 3403. Cable Address: SAYD, Toronto

Representatives:

CHICAGO, ILL.—E. J. Macintyre, 4057 Perry St.

ENGLAND—C. Rivington Shill, 83 Chancery Lane, London, W.C. Telephone 8936, Central.

FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.

GERMANY, AUSTRIA AND SWITZERLAND—Rudolfe Mosse, 46-49 Jerusalemer Street, Berlin, Germany.

PROGRESS AND STRENGTH IN UNITED EFFORT.

Never in the history of the world has the idea of co-operative action become so generally looked upon as a necessary condition in mercantile life, as well as in other spheres, as it is at the present moment.

This idea prevails everywhere and amongst all sorts and conditions of men. Trade unionism amongst citizens and laborers, close corporations amongst special classes of dealers, "combines" amongst manufacturers, "societies" for the protection of the professions, all spring from the one motive, viz., the combination of thought, skill, energy and monetary influence to further by joint methods, rather than by individual efforts, the various aims of the promoters.

It is a strong endorsation of the old axiom that "in Union is Strength," and that although individual effort may, and frequently does, bring about excellent results. It is the power of combined action which is proving such a force in all avenues of life.

In the drug business, in common with other branches of mercantile pursuits, we see strong evidence of the power which can be exercised by united action along various lines, and as an outcome we have "chains" of drug stores operated by companies, and many of them bringing in substantial profits to their shareholders. We have joint buying concerns and manufacturing plants, all controlled by retail druggists, and we have the result of joint effort very frequently put forth, which has the effect of regulating prices, especially in the case of patent medicines.

Then, again, in the Canadian Pharmaceutical Association we have exhibited something of the power of good that an organized body of men can do for the profession, both along commercial and legislative lines, and that power, if properly used, can weild an influence that cannot but be of potent and lasting influence.

There is one line of procedure, however, which, in our opinion, has been too long neglected by the druggists of Canada, and which we hope will receive the attention it certainly deserves, from a professional as well as a monetary point of view.

The physician can be and is the best friend of the druggist, and working together as sister professions an incalculable amount of good can be done, and not only to the respective professions, but also for the general welfare of the public.

Through the combined efforts of the two professions, accompanied by a tacit understanding, much of the friction which has existed in some places in reference to counter prescribing and dispensing by physicians can be done away with, and by mutual consent each can be allotted to its proper sphere, the sale of noxious remedies can be almost absolutely done away with by joint action in securing proper legislation, the great bug-bear of semi-proprietary remedies can be in a great measure eliminated, or at least regulated, and a greater confidence can be obtained amongst the members of the two professions, which of all others should hold so much in common, but working with the same ideal, the alleviation of human suffering.

There should not be much difficulty in establishing a strong bond of professional strength and a feeling of trust in the purposes of each, by bringing together in the first place the leaders in each, and thus gradually bringing all the members of the medical and pharmaceutical professions into a union, although probably not an organized one, looking towards the end we have indicated.

Let the executive of our C.P.A. approach that of the various medical associations with the purpose of exchanging views on matters affecting both, and we predict that with wise and open minds there will result a harmony of action which cannot but ultimately prove of the greatest value.

BUYING FOR THE DRUG STORE.

Read by Fayetta H. Philp before the Women's Pharm. Association, San Francisco.

What you buy you must sell. The poor buyer is apt to be overstocked. There is always a possibility of not suiting the public demands in those sidelines which are more luxuries than necessities, but of the stock that is vital to running your store there should be some sort of record kept that gives you definite data to judge the quality needed.

There is a class of manufacturers who put out one or two first class, good selling articles, but they ring in others when they make up an order for you. It is surprising how many get taken in by the 10 and 5 per cent. they talk about. It goes about like this: An Eastern house has an excellent cough syrup that is well-known. They flood your district with a lot of advertising and temporarily make the articles go. When this wave is at its height the salesman drops in and makes a good proposition with free advertising by hand bills with your name on them, or distributed samples on a $25 order offers 10 and 2 per cent. for cash. The poor buyer forgets that the season for cough syrup is half gone. He thinks of the boosted few weeks' sales and not of the near change of climate. Then when the salesman reminds him that the circular tells of the pills and ointment, he thinks that sales will be lost if he don't put some in, and oh how often they prove dead stock!

If you will remember that a salesman is anxious to sell, you can buy the goods that you need and for a right price and need not take the unsalable articles he talks up. Order the small size and a few of the large, and remember that you are going to sell your own remedies on all possible occasions and his only when you have to. If you do buy from the salesman and if you under-buy the demand, you have at least made all the extra profit he talked about, and by filling any shortages from the near jobber you lose no customers and still make a little gain.

The good salesman from your home jobber may not try to overstock you, but his judgment of your business is not accurate. His samples are usually above the average. If there is a variation in the articles after the goods come in it is not usually convenient to return them.

When you consider how few articles can really be carried around to display you will realize it is best to go to the jobbers and see the whole assortment and pick out for yourself. Besides, you can use your own judgment in selecting what suits your particular trade. But the drummers will come whether you invite them or not, and always treat them kindly. They are making their living in their own way, and do not always have a pleasant one, either.

In so far as possible I would advise personal trips to the jobbing house. There you get acquainted with the heads of the departments and they with you, and personality means so much in business. You can select best what you want and as they observe you they learn almost without knowing it you preferences, and can better send you goods to your liking at times when you can not come to them.

Big firms buy from the East and get excellent prices, and so may the small dealer under certain conditions, but when a buyer is apt to run risks of shortage of funds by the time payment is due he had better buy at home. The Eastern houses do not know you; excuses are stale to them and you enlist no sympathy. Besides, they draw at sight on your home bank and unless you can immediately produce the cash your credit has a black mark in the home town as well as East. These things show up on Dun's and Bradstreet's lists that all houses use for reference. The jobber in your city can watch you closely and may be lenient without running any risks to himself or without embarrassing you if you have him for your friend.

Quick sales and small profits are satisfactory for the stores where many customers buy, but a home trade generally demands a more staple character of goods with larger profits on each sale.

Try to gain the good will of the man who has something to sell; it counts more than the order you give him. If you want to run a drug store don't buy suitcases, for you must sell what you buy.

COMPOUND CHOCOLATE SYRUP FOR DISGUISING THE TASTE OF QUININE.

Powdered chocolate	2 ounces.
Sugar	1½ pounds
Tincture of vanilla	1 ounce
Aromatic fl. ext. yerba santa	1 ounce.
Glycerin	1 ounces
Boiling water	enough.

CAMPHORATED CREAM.

Camphor	5 ozs.
Expressed Oil Almond	5½ ozs.
Spermaceti	1 drs.
Rose Water	1 oz.
White wax	1 oz.
Oil rose	6 dps.

Melt the wax and spermaceti, and add to them the oil in which the camphor has been dissolved with very gentle heat; then gradually add the rose water, stirring constantly until cold and well mixed; and lastly, add the oil of rose.

HOWARDS

Can now supply

Light

Bismuth Subnit

of which **1 lb.** will fill a **32-oz.** bottle.

Bismuth Carb

of which **1 lb.** will fill a **40-oz.** bottle.

Bismuth Salicylas

of which **1 lb.** will fill a **50-oz.** bottle.

The above are sold at lowest competitive market rates.

Howards & Sons, LIMITED.

Stratford and Ilford, London, Eng.

Society Meetings

PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF QUEBEC.

The members of the Pharmaceutical Association of the Province of Quebec, have held their forty-second annual meeting on the 11th June in Quebec at Laval University under the presidency of Mr. J. E. Tremble, and proceeded to the election of six new Councillors for the next 2 years, 1912-13 and 1913-14.

The elected members were Messrs. Alfr. L. Jolicoeur and W. P. LaRoche, Quebec; E. C. Fraser, of Sherbrooke; H. W. Reynolds, J. A. D. Godbout and F. H. Spearman, of Montreal.

The election of officers took place at the first Council meeting held on the 3rd inst., in the Associations rooms in Montreal, and the composition of the new Council is as follows:

President—M.M. J.E. Tremble (re-elected).

1st Vice-Pres.—Alfr. L. Jolicoeur.

2nd Vice-Pres—E. J. Nadeau.

Treasurer—J.A.D. Godbout.

Councillors—A. J. Laurence, O. H. Tansey, Jos. Constant, J.E.W. Lecours, E.C. Fraser, W. P. LaRoche, H. W. Reynolds, and F. H. Spearman.

Board of Examiners for Major and Minor Examinations:—M.M.J.E. Tremble, President; H. R. Lancsot, A.B.J. Moore, Arth. Farley, W. H. Chapman, O. St. Amour and Henry Willis.

Board of Examiners for Preliminary Examinations:—M.M.J.O. Cassegrain, professor of Jacques-Cartier Normal School; Isaac Gammell, professor Montreal High School, with M. A. J. Laurence as supervisor, and Victor Giroux assistant supervisor for Quebec and vicinity.

Committee on Registration:—M.M.J.E. Tremble, A. J. Laurence, W. H. Chapman, E. J. Nadeau, H. W. Reynolds and S. Lachance.

At this meeting of the Council it was also considered advisable that delegates from our Association should attend the Canadian Pharmaceutical Association convention which will be held in Vancouver, B.C., on the 5th of August, and Mr. J. E. Tremble, President, and Alfr. L. Jolicoeur, 1st Vice-Pres., were nominated.

S. Lachance, Sec.-Registrar.

KENT-M'CLAIN AGAIN.

In making recent store improvements, Messrs. A.H. Jassby & Co., Guy and St. Catherine St., Montreal, selected Kent-McClain's (Toronto Show Case Co.) new but already celebrated type the "Eclipse-Savoy." This is the all glass construction silent salesman with candy top. The most perfect case for the purpose.

NOVA SCOTIA PHARMACEUTICAL SOCIETY

ANNUAL MEETING.

The Nova Scotia Pharmaceutical Society held its thirty-eighth annual meeting at Antigonish, June 26th and 27th, President R.C. Fuller presiding. The following members were present: R.C. Fuller, A. J. Crease and W. L. Ormond, Amherst; J. J. Turnbull, W. H. Manson, Sydney; E. S. McKenzie, Glace Bay; C. M. Henry, A. B. Copeland, T. Foster, Antigonish; A. E. Allin, Annapolis; P. W. Houldsworth, Digby; G. C. McDougall, Kentville; J. J. Kinley, Lunenburg, A. A. Thompson, C. A. Mumford, E. T. Power, L. J. Mylius, J. W. Angwin, H. Curtis, H. A. Watson, E. M. McLeod, P. S. McDonald, G.A. Burbidge, Halifax.

The first session was held Wednesday morning, from nine until one o'clock.

The registrar reported as follows on membership:

No. of members,	1875	51
"	1900	120
"	1910	146
"	1911	152
"	1912 to date	159
No. of stores, June,	1912	134
Ratio of Population, 1 Store to		3,674

The Board of Examiners reported that two examinations were held during the year with the results that ten candidates had passed the preliminary, and ten the final examination.

The treasurer's report showed finances as follows:

Cash on hand	$1,216.76
From dues and diplomas	696.00
Interest	26.73
Examinations	172.00
Registrar	113.50
	$2,224.99
Disbursements	$1,234.52
Balance on hand	$990.47

The auditors reported that they had examined the books and vouchers and certified them correct.

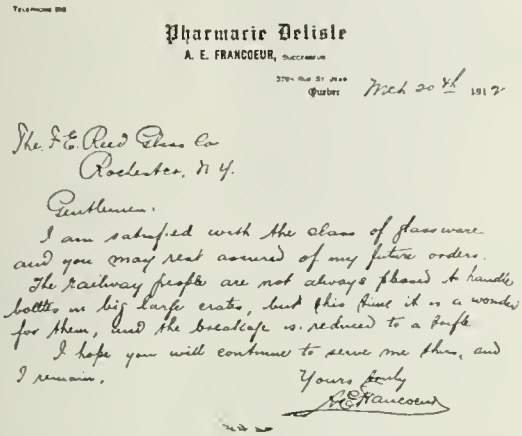
The legal committee reported the passing of the new Pharmacy Act, and submitted amended by-laws.

The by-laws were discussed clause by clause and passed with a few verbal changes.

The College of Pharmacy was reported on in detail. Several members spoke in highly commendatory terms of the work of the College, and a vote of appreciation of the services of the instructors was passed.

READ

The letter below came to us unsolicited. It is one of many that we receive in the course of a season.



Pharmacie Delisle
A. E. FRANCOEUR, Successeur
Quebec March 20th 1917

The F. E. Reed Glass Co
Rochester, N. Y.

Gentlemen.
I am satisfied with the class of glassware and you may rest assured of my future orders.
The railway people are not always pleased to handle bottles in big large crates, but this time it is a wonder for them, and the breakage is reduced to a strict.
I hope you will continue to serve me thus, and I remain.
Yours truly
A. E. Francoeur

SEND YOUR INQUIRIES TO

F. E. REED GLASS CO.

ROCHESTER, N. Y.

NEAVE'S FOOD

FOR

INFANTS, GROWING CHILDREN, INVALIDS AND THE AGED . . .

The Standard Infants' Food in Great Britain for upwards of 85 years.

MANUFACTURED BY

J. R. NEAVE & CO., Fordingbridge, Eng.

Samples and Full Particulars forwarded to the trade by the Agent for Canada :

EDWIN UTLEY, 14 Front St. E., Toronto

Sold in 1 lb. tins and stocked by every wholesale druggist in Canada.

The Leading Line

Beecham's Pills

- Notice to the Trade -

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion, and the fact that Beecham's Pills are so well-known and valued by the residents who have come from the British Isles, the demand is rapidly increasing, and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price. The following firms are the Distributing Agents :

All Depots and Branches of the National Drug & Chemical Co. of Canada, Limited.
Messrs Lymans Limited., Montreal.
Messrs Lyman Bros. & Co., Limited, Toronto.
Messrs Martin Bole & Wynne Company, Winnipeg.

WHOLESALE PRICES :

Less than one dozen	$2 30 per dozen	
One dozen	2.20 " "	less 5%
Six dozen	2.10 " "	

President Fuller, at this stage, addressed the meeting, reviewing the work of ten years.

A communication from the Pharmaceutical Society of Great Britain in regard to reciprocal registration led to considerable discussion of the whole question of reciprocity. The decision was reached that the clause, which had been in the Act since 1876, empowering the Council to accept the credentials of other pharmaceutical bodies, was sufficient until such a time as a concrete plan for general reciprocal registration may be submitted.

At two-thirty the Antingonish druggists entertained the visitors with a motor boat trip down the river. On landing, the usual baseball game was indulged in, when, after two strenuous and highly exciting innings, Konseals defeated Capsules, 22 to 18. The decisions of the New York umpire, especially imported for the occasion, added to the uniqueness of the game.

The annual dinner was held at the Royal George Hotel, with the usual good fellowship.

The closing session was held Thursday morning, from nine to twelve.

An invitation from the Digby druggists to hold the 1913 meeting in their popular summer resort was unanimously accepted.

The sum of $100.00 was voted towards expenses of delegates to the C.P.H.A. convention. Mr. A. A. Thompson, of Halifax, was named as a delegate, the other to be appointed by the President.

PRINCE EDWARD ISLAND PHARMACEUTICAL ASSOCIATION.

The annual meeting of the P. E. Island Pharmaceutical Association was held in the Board of Trade Rooms, Charlottetown, Wednesday afternoon, June 12, President J. G. Jamieson, in the chair. There was a good attendance of members and much business of importance was transacted. The Treasurer's report showed a substantial balance to the credit of the Association available for carrying out the provisions of the Pharmacy Act, and a strong committee was appointed to see that the Act is properly enforced.

Many regrets were expressed at the loss the Association had sustained in the death of A.W.P. Gourlie, of Summerside, who was a most energetic and respected member, and a regular attendant at all meetings. A committee was appointed to draft and present a letter of condolence to his wife and family.

A very interesting report of the meeting of the Canadian Pharmaceutical Association was given by D. O'M. Reddin and J. G. Jamieson, who were the delegates last year at Montreal. The election of members to make up the Council for the ensuing year resulted as follows:—

J. W. Carruthers, President.

E. A. Foster, Vice-President.

R. M. Johnson, re-elected Secretary Registrar.

Geo. E. Hughes, re-elected, Treasurer.

G. A. B. McDonald, D. O'M. Reddin and J. W. Waugh, Executive Committee.

G. A. B. McDonald and R. M. Johnson were re-appointed examiners, and J. G. Jamieson and D. O'M. Reddin, Auditors.

The following resolution was unanimously passed:—"That this Association approve of the stand taken by the Canadian Pharmaceutical Association with reference to the sale by wholesale druggists and manufacturers of Patent and Proprietary Medicines to other than registered druggists."

THE B. C. PHARMACEUTICAL ASSOCIATION

The annual meeting of the Association was held in Victoria on Thursday, June 13th, with a good representation of members present. The officers and members of the Council elected for the current year were as follows:—President, Mr. J. L. White, of Greenwood; vice-president, Mr. J. H. Emery, of Victoria; registrar, Mr. J.W. Browne, of Vancouver, (re-elected). The three retiring members of the Council, Messrs. J.H. Emery, F. J. MacKenzie, M.P.P., and E.S. Knowlton, were re-elected.

President White was elected as one of the delegates to the C.P.H.A. Convention on August 5.

On Friday evening, June 14th, the annual banquet was held at the Glenshiel Inn, Douglas St., and was a most enjoyable function, some thirty-five members and visitors being present. After the good things provided had been properly discussed, the balance of the evening was spent in speech and song. Those contributing were Messrs. J. L. White, Charles Nelson, F. J. McKenzie, M.P.P., John Cochrane and E. S. Knowlton. Messrs. J. G. Brown and Charles Nelson figured in the musical part of the program.

SEMI-ANNUAL EXAMINATIONS.

The result of the April examinations of the B. C. Association was announced on Thursday, April 18.

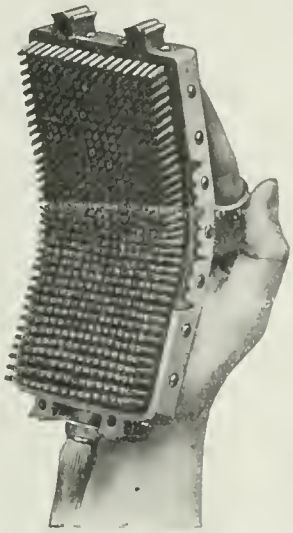
Thirty-five candidates presented themselves for examination, and fifteen passed, ten major and five certified clerks. The successful students were as follows:

Major H. C. E. Anderson, North Vancouver; F. J. Temple, Vancouver; C. H. McFarlane, Vancouver; C. N. Elwyn, Victoria; W. H. Wainman, Vancouver; H. W. Brien, Victoria; S. E. Kee, Vancouver; R. J. Dawson, Vancouver; W. H. Whiles, Vancouver.

Certified Clerks—O. Thorsteinson, Vancouver; C. W. Heth rington, Vancouver; J. T. Crowden, Vancouver; W. Crummer, Vancouver; H. W. Wood, New Westminster.

Increase Your Summer Sales!

Every Druggist should handle the Knickerbocker Spraybrush.



Your best customers will buy the Spraybrush because of its many superior features. Combines overhead shower, shampoo and massage in one article.

Fits every water faucet.

A hygienic bath room necessity in every home. Prices $2.00 to $5.00, according to size.

Good profits to you. Attractive matter furnished for window display. Best selling season just starting.

Write for prices.

KNICKERBOCKER MFG. CO., Sole Manufac'rs **CHICAGO, ILL.**

SHAW & EVANS, Canadian Distributors **18 Hospital St., Montreal**

A. H. WIRZ

WHITE METAL GOODS

913-915-917 Cherry Street
PHILADELPHIA, PA.

BOTTLE STOPPERS

Tin Spouts for Bug Poisons.

Collapsible Tubes

METAL SYRINGES

Hand Pill Machines

Moulds for Suppositories

Collapsing Drinking Cups

STAR SEAMLESS Water Bottles

TRIM YOUR WINDOW WITH THE

"Ever Ready Window Display"

Sent free with your Star Water Bottle order.

VENO-STAR WATER BOTTLES are the only strictly seemless ones made. Moulded in one piece—Made of the best obtainable grade of Para Rubber—They are full capacity and fully guaranteed.

Ask Your Jobber or Write us Regarding our Special Offer.

THE STAR RUBBER COMPANY

170 Sweitzer Ave. **AKRON, OHIO**

Glaxo

A MILK FOOD
FOR
INFANTS and INVALIDS—

Three Sizes:
40c, 75c, $2.00
Per Tin

You will be interested in this food which is Strictly Price Protected, and which makes you friends among your customers.

Glaxo is fully endorsed by the leading dietetic authorities of the world.

Samples and Advertising Matter Sent upon Request

G. W. DAVEY and CO.,

Sole Canadian Agents and Distributors to the Trade.

25 Empress Bldg. Winnipeg
77 Adelaide St., W. Toronto.

NEW BRUNSWICK PHARM. ASSOCIATION.

The New Brunswick Pharmaceutical Association held its annual meeting in Fredericton on Thursday, June 27th, with a good attendance of members present. The business meeting was held in the Barker House and the social features took place at Pine Bluff Camp, where a dinner was held in the evening.

The officers elected were as follows: President, A. J. Ryan, Fredericton; vice-president, J. McGee Stoke, Moncton; treasurer, G. Y. Dibblee, Fredericton; secretary, C. Fred Chestnut, Fredericton; registrar, E. R. W. Ingram, St. John. Members of the Council as follows: Messrs. J.M. Wylie, Alonzo Staples, A. W. Coombes, C. A. Burchill, J. M. Cooke, D. B. Spencer and E.Mair. Delegates to the convention of the C. P. H.A., at Vancouver are J.B.D.F. McKenzie, Chatham, and G. Y. Dibblee, Fredericton, with substitutes, J. M. Cooke and E. J. Mason.

The next annual meeting of the Association will be held at Moncton, N. B.

ANNUAL EXAMINATIONS

The annual examinations of the society were conducted on Thursday and Friday, June 13th and 14th in the Society rooms in the Market Building, St. John. There was a large number of candidates. Those successful in passing, in general subjects, were W.C. Allan, C.L. Darling, F.J. Fowler, of St. John; J. B. Henderson, of Chatham, and Wm. F. Logan, of St. Stephen.

Those who were successful in all subjects were Geo. F. Coupe and Walter G. Belyea, of St. John and W. B. Scribner, of Chatham.

Miss C. Hill passed in materia medica, pharmacy and dispensing, and Wm. Logan, of St. Stephen, and O. C. Johnston, of Grand Harbor, passed in materia medica and pharmacy.

The examiners were M. V. Paddock, N. B. Smith, Dr. G. U. Hay, E.R.W. Ingraham, of St. John, and A. B. Johnson, of St. Stephen.

THE CANADIAN WHOLESALE DRUGGISTS' ASSOCIATION.

The Canadian Wholesale Druggists' Association held its annual meeting in the city of Halifax, N. S., on June 19th and following days. The trade throughout the Dominion was well represented, and the meeting much enjoyed by members and wives. Three business sessions were held in the morning of each of the three days of the meeting, and the balance of the time was given up to social enjoyment. On Wednesday, the 19th, a motor party was made up which took in the sights of the city and ended at Waggwoltic Club at six o'clock, where dinner was served. On Thursday the party was taken for a steamer ride through the harbor and up the North West Arm. The landing was made at McNab's Island, where a clam bake was enjoyed and the evening spent. On Friday afternoon the gentlemen spent the time at "Studley."

Officers were elected as follows: Honorary Presidents, H. H. Lyman, and D. W. Bole, Montreal; President, C. McD. Hay, Toronto; vice-president, J. W. Knox, Montreal; 2nd vice-president, E. D. Martin, Winnipeg; Secretary, Jas. Mattinson, Montreal; Treasurer, W. S. Elliott, Montreal.

The next place of meeting is Winnipeg, Man. The party included the following: Mr. and Mrs. D. Hockin, Vancouver; Mr. and Mrs. W.G. Gerow, Regina; Mr. and Mrs. E.C. Mitchell London; Mr. and Mrs. A. C. and Miss Garden, Hamilton; Mr. and Mrs. C. McD. Hay, Toronto; T.A. Henderson, Toronto; Mr. and Mrs. W. W. Bole, Toronto; Mr. and Mrs. M. MacPherson, Ottawa; Chas. H. Tinling, Montreal; Arthur Lyman, Montreal; J. W. Know, Montreal; W. S. Elliott, Montreal; James Mattinson, Montreal; Mrs. Williams, Montreal; Mr. and Mrs. H. L. Ganter, St. John; Mr. and Mrs. L.J. Mylius, Halifax; Mr. John; Mr. and Mrs. L. J. Mylius, Halifax; Mr. C. Simson, Halifax.

INAUGURAL MEETING OF DISTRICT NO. II O. C. P. AT ST. THOMAS.

The inaugural meeting of the druggists of District No. 11 was held in the City Hall Council Chambers, St. Thomas, on Wednesday, June 26. There was a very representative attendance of the different druggists. The afternoon session was taken up with addresses and discussions. Mr. J. T. Pepper, representative of the district, delivered an address on the important matters before the O. C. P. A lengthy discussion followed, and as a result the following resolution was passed: "That this meeting is not in favor of a two year course at present, and that we recommend the lengthening of the Junior and Senior terms where practicable.

Three of the craft, in the persons of Mr. W. H. Bartram, Parkhill; Mr. E. W. Rhea, Woodstock, and Mr. E. C. Harvey, St. Thomas, delivered excellent addresses on topics of the hour. Mr. Bartram spoke very decidedly and with considerable force and eloquence on "Owing to the increased cost of living, how can druggists increase their profits." Mr. Rhea's address on "How much profit does a druggist make who sells preparations for 50c. and $1 retail that cost $5 and $10 wholesale?" touched points of great interest to the retail men. It was figured out that druggists lost from 5 to 25 per cent. on these sales depending on the expenses. It was plainly shown in the address that articles with high wholesale prices should be kept as far as possible from being encouraged by the retail druggists.

"The Relationship of the Retail Druggist to the Travelling Salesman," was dealt with in splendid style by Mr. Harvey. He felt that the salesman, when he became our friend, was essen-

Druggists Throughout Canada Are Making Big Money Handling the Acousticon

If you are not representing us, write for our proposition. We are open to give the exclusive representation for his community to a druggist in each town in Canada.

The Acousticon will sell itself to the deaf people in your community and will bring other business to your store. We do not wish you to stock it—simply to have an Acousticon on hand so that the deaf people in your community may see and try it for themselves.

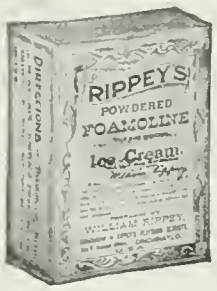
Over 70,000 deaf people testify to the merit of the Acousticon and it is backed by an organization of world wide prominence. Our new sound regulator has proven itself a revelation to the scientists of the day and a wonderful boon to deaf people.

Communicate with us about representation in your town.

General Acoustic Co. of Canada
Limited
468 Yonge St. - TORONTO

RIPPEY'S
Powdered Foamoline
(TRADE MARK REGISTERED)

Specially Prepared for Manufacturers of
ICE CREAM
Sherbets
Fruit-Frosts
and
Water-Ices



Rippey's Powdered Foamoline not only enriches your Ice Cream and gives it that smooth, pasty appearance, so much admired by lovers of IceCream, but adds to its bulk and will remain firm and solid longer with less ice and less labor than any article ever before offered for that purpose.

No Heat or Eggs required, you simply mix Rippey's Powdered Foamoline with the sugar while dry, add your cream or milk and it is ready for the Freezer.

For a limited time we will send by mail, postage paid, full half pound on receipt of 25 cents in stamps. Our formulas for ice cream, sherbets, fruit-frosts and water ices mailed free on receipt of your address.

CAUTION—Rippeyls Powdered Foamoline is packed in 1 pound boxes with registered trade mark and signature of William Rippey on every box. Never sold in bulk.

SERIAL No. 2129 **PRICE, 35 cents per pound**

WILLIAM RIPPEY
200 East 2nd St. CINCINNATI, OHIO

FINE PHARMACEUTICAL PRODUCTS

TRADE MARK 'TABLOID' BRAND
TRADE MARK 'KEPLER' BRAND
TRADE MARK 'ENULE' BRAND
TRADE MARK 'VALULE' BRAND
TRADE MARK 'VALOID' BRAND
TRADE MARK 'SOLOID' BRAND
TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are issued by

BURROUGHS WELLCOME & CO.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

BURROUGHS WELLCOME & CO., LONDON (ENG.)
MONTREAL: 101-109, Coristine Building
NEW YORK: 35, 37 & 39, West Thirty third Street
SYDNEY CAPE TOWN MILAN SHANGHAI BUENOS AIRES
Full stocks are also held at the following depots:—
TORONTO, ONT.: W. J. Y. & H. Carnahan
" " Drug Trading Co
LONDON, ONT.: Cameron & Lachance
WINNIPEG, MAN.: R. A. Gillespie
VANCOUVER, B.C.: J. A. Tepoorten & Co.
CALGARY, ALBERTA: James Lindlay Drug Co.

E. 233

LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE
(MADE IN CANADA)

In Half Ton Drums
and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited
Montreal Chemical Works
1-15 Dalhousie St. - Montreal

CONFIDENCE

The "Frosst" label has earned a quality confidence among the physicians.

Because there are no grades of quality.

The Frosst label is a guarantee of standard quality, purity and accuracy of dosage.

The extent to which physicians specify "Frosst" shows that they have confidence in the "Frosst" label.

Keep your stock of Frosst's Pharmaceuticals complete.

When Ordering Specify "Frosst."

Charles E. Frosst & Co. **Montreal**

FREE SAMPLE

In order that you may test the extraordinary qualities of

"SAPHO" INSECTICIDE

we will send you on request a

FREE SAMPLE

with sprayer gratis.

The extraordinary sale of

SAPHO INSECTICIDE

in the Province of Quebec prove the work of a preparation which radically exterminates all insects. The summer season is the selling season.

Write for Prices and Local Paper Advt. Proposition

The Sapho Manufacturing Co., Limited
586 Henri Julien Ave., MONTREAL.

Do you want the best strop on the market— Absolutely Free?

Last season we started hundreds of dealers making money out of the

New

Torrey Honing Strop

by first proving to them that it was the best strop on the market. We gave each of them a free strop to make an actual test of its merits. They were convinced themselves and found it easy to convince their customers. Now we are willing to give you the same proof—a free strop for your own use.

Every dealer who hasn't already received one of our strops free should write at once. Tell us the name of your jobber and we'll send the strop absolutely free, except for duty.

J. R. TORREY & CO.
Dept. F Worcester, Mass.

tial for the good of the trade, and although some thought we could get along without travelling salesmen, he did not think so.

Mr. Burwell Griffin, Chairman of Divisional Committees was present, and gave a splendid address. He felt that meetings such as these were in the interests of druggists, and would do all he could to recommend other districts to hold them.

The druggists present decided to form themselves in an association for District No. 11. F. P. Reynolds, St. Thomas, was elected President, and Geo. H. Small, St. Thomas, Secretary-Treasurer. A committee on "Ways and Means," consisting of Geo. M. Anderson, London; E.C. Harvey, St. Thomas, and E. A. Rhea, Woodstock, was appointed to look into things generally for the improvement of "Drugs" in District No. 11. As there will be some expense in connection with the association the annual fee was placed at 50 cents, and the Secretary was instructed to form a letter and mail it to all druggists in the district.

It was with regret the association moved a resolution of sympathy to Mrs. Mitchell and family, of London, in their time of trouble in the death of husband and father, Mr. A.B. Mitchell the veteran druggist of Ontario.

The business meeting adjourned to take the the 5.30 electric car to Port Stanley, where supper was served at the Invererie Hotel. After-dinner speeches were then indulged in. Mr. Charles Smith, Canadian Manager Frederick Stearns; Mr. George Leslie, of Lyman Bros., and Mr. C. Law, of Frederick Stearns, delivered excellent addresses. Mr. Leslie also gave several selections from Henry Drummond. The party broke up at an early hour to take the 10 o'clock car for home. Each expressed his opinion that it was a day well spent in the interests of the "Drug Craft."

The Association will meet next year in London.

DRUG COMPANY PLANS.

The National Drug and Chemical Company of Canada has decided to erect at the corner of Beverley and Phoebe streets two five or six story reinforced concrete buildings to cost in the neighborhood of $200,000. They will sell their present property at 27-29 Wellington street west, near Bay street, the brick and stone building which was erected four years ago, a five-story structure. It has a frontage of 60 feet on Wellington, and a flankage of 170 feet, and is valued at $115,000. The company's new plant will be the most modern in America.

LET YOUR LIGHT SHINE.

All of the between one and two hundred thousand men engaged in the drug trade in the United States have more or less training in pharmacy. Some of these have been highly educated; they are accomplished, learned professional men.

If the knowledge stored away in these brains, as to drugs, chemicals, medicines and the like—if the knowledge as to how to get well when sick, how to keep from getting sick—if the knowledge of all kinds that effects the human well-being and happiness, were rightly distributed among our ninety million people, we would be a happier, better race.

The pharmacist lays stress upon his professional knowledge, but he keeps to himself the proof of the fact. It is one thing to know, it is quite another thing to impart that knowledge to others. The druggist may know that his stock contains almost every article known to modern science that is useful for the cure of disease and the prolongation of life, but the community does not know, or else his store would be crowded.

The druggist may know that everything in his store has been selected and prepared by persons skilled in the art, and that they are the best that the world can produce, but the public does not know, or else they would pass every other door and go into his shop.

It is one thing for the druggist to know the many things that he does know; it is another thing to get the customers to know them. To make a knowledge of the right medicin, taken at the right time, the right application, the qualities, the properties, the doses, uses and dangers known to the people of a community is to make them a debtor, a client, a customer.

To have the people of a community know that there is a man who can teach them this is to inspire confidence, and build up a lasting trade.

Let it be known that you are a druggist, an authority upon drugs, medicines anh everything that is sold over your counter. Give to everything that goes out a stamp of authority, and the reputation of your store is made.

In some way impress on the throngs that pass your store daily that you have something for them. A cure for their aches and pains, a luxury for the toilet, a necessity for their life—something that will make them happy—something for their convenience, something useful, something pretty. And when they really know this they will buy, for that is the way of the people—they buy anything that they know or believe they want, or can use.

The whole secret is to get them to imbibe some of your knowledge. A most capable machinist, having a profound knowledge of mechanics, might not be able to sell one sewing machine a

month ; a good sewing machine salesman, with a meagre knowledge of machinery, could sell several each day. One is not able to impart his knowledge in a way to make his hearer know the value of a sewing machine ; the successful salesman is able to utilize whatever little knowledge he has, and to make his customers know, or think they know, all the good things about a sewing machine, and knowing this they want it, or think they want it, and buy it.

One hides the great light which he has, and that possibly his prospective customer would like to know of, and if he knew would heed—the other lets his little light shine out for all it is worth, and wins.

I know a fellow who has made a success of his business against heavy odds—big stores—cut prices—poor location—limited capital. He lets his light shine—he throws a sort of halo around everything he sells. He draws in trade by convincing people that he is the smartest druggist in town. With every hot-water bottle he sells there is a word as to its quality, its uses, its care ; to clean it, how to use it. In selling a mustard plaster there goes with it instructions as to how to wet it, how to apply it, how long to keep it on, what to do to stop its burning.

All this is done adroitly, briefly, quickly, but it counts.

He advertises but little, but the reader of his "ad" gets the impression that he is a man with a special knowledge, special facilities, special goods. He gets a word that makes the reader want something bad enough to go a little out of his way to find his store. He told me of customers who patronized some of the bigger stores for bargains in stationery and bric-a-brac, but always come to him for medicines and appliances. He lets his light shine, and it shines hard.

It seems to me that this is the secret of success in any phase of business—let them know it.

Cause the people within your reach to know about what you have to sell—teach them their merits, their usefulness—create in them a desire to possess. This is salesmanship—this is advertising—this leads to success.

The drug business affords a peculiar field for this sort of effort. All people want to keep well—when sick they want to get well. The most of them are ill, either in reality or imagination, the greater part of their lives. You can deliver the goods to relieve them of this condition let them know it.

The great public is eager to know about nicknacks, luxuries, conveniences, improvements, necessities. You know all about them—give them your information in exchange for their cash.

Be a teacher a wise teacher a shrewd teacher.

Let your light shine.—Red Cross Messenger.

FLEXIBLE MIRRORS FOR SHOW WINDOWS

It would seem that a flexible looking-glass is an impossibility, but it is not. The production of a mirror that may be bent into any desired shape or position is quite possible, nor is the process either difficult or costly, says H. C. Bradford in Bulletin of Pharmacy.

These mirrors will prove to be of the greatest possible use in preparing backgrounds for show windows, and in other ways. The advantages of a mirror back are well known, but with the ordinary form the disadvantages are so many and so great that they are used but seldom. With this variety, however, all is changed. The mirrors can be put in and taken out as desired. They can be cut or bent into any size or shape, and as they weigh but a small fraction of what the glass ones do, they can be used in many positions and places where the latter would be impossible.

HOW THEY ARE MADE.

To produce these mirrors the following materials are required : Some egg-white, the highest grade varnish, perfectly transparent, as nearly water-white as possible, and flexible or elastic. One of the high-grade floor varnishes is excellent for this purpose. A sheet of tinfoil, some mercury to form the amalgam, and lastly some paper are required. A good quality of cement is also needed.

Having obtained these, we proceed as follows : Take a sheet of good strong, well-sized paper, of about the size of the finished mirror, and apply three to four coats of the egg-white, giving each coat time to thoroughly dry before the next is put on. Use a soft brush in doing this, and make it as smooth and even as possible. When this has thoroughly dried apply the varnish, on the top of the egg, spreading it smoothly and evenly, and giving each coat time to dry thoroughly before the next is put on. It is best applied by flowing rather than brushing, as this makes it smoother. Continue to put on coats of varnish until it forms a body about as thick as a piece of ordinary glass.

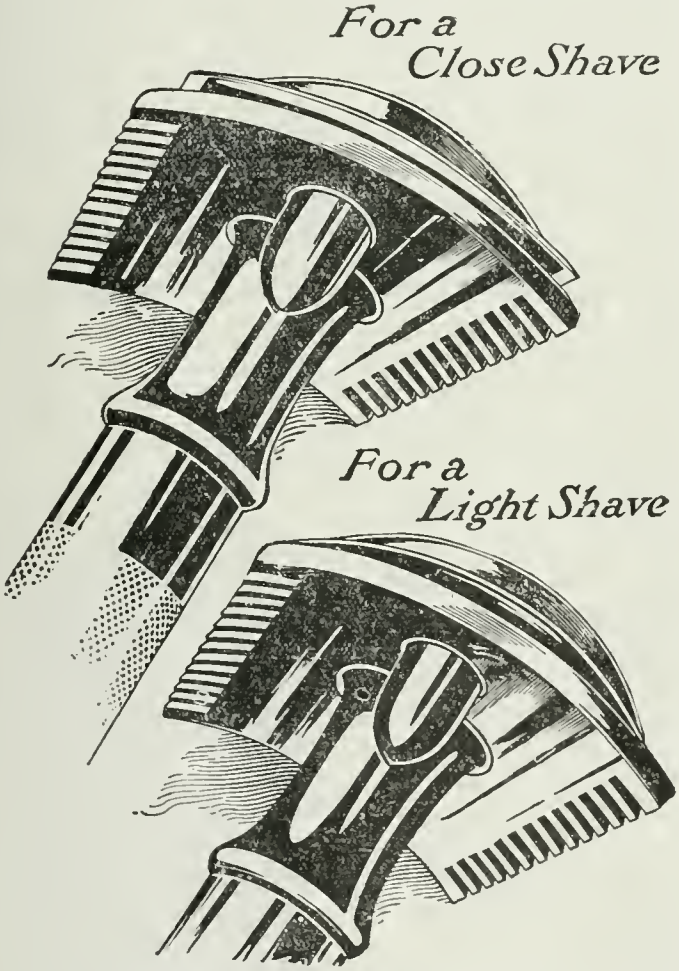
Now take a sheet of pure tin-foil (and be sure it is made of tin too, as lead will not do so well), and smooth it out on a flat level surface until it is perfectly smooth and free from every vestige of a wrinkle. Then apply about four coats of varnish in the same manner as previously described. When the last coat is dry glue it with good strong glue to the paper that is to form the permanent back of the mirror. Some care is needed in selecting this paper, as it is necessary that it be flexible but it should also be tough and capable of standing usage, otherwise the mirror will soon wear out. The best material for this pur-

The GILLETTE SAFETY RAZOR

Sells Outright and "Stays Sold."

We do not authorize, nor do our dealers find it necessary to make, a 30 days' free trial offer of the GILLETTE SAFETY RAZOR. People want the GILLETTE badly enough to buy it from you **outright** and to **pay the full price** for it.

Nor do we feature an offer to exchange GILLETTE'S or to refund the purchase price. Every razor that leaves our factory has been so skilfully made and so carefully inspected that you are seldom, if ever, called upon to apologize for and exchange a defective GILLETTE. Every GILLETTE razor you sell gives such complete satisfaction that the **purchaser does not want his money back.** After he has enjoyed a few GILLETTE shaves, so quick, so cool, so comfortable, he wouldn't be without the razor for much more than the purchase price.



The GILLETTE is the ONLY Adjustable Razor. That is one reason why it sells best and "stays sold." Find it in any of the other safeties.

The GILLETTE has long since passed the experimental stage, both in manufacture and in selling. It has become a **staple** as well as a specialty. Trial offers and "money back" conditions are not necessary to stimulate demand, or to provide against half-expected dissatisfaction. When you sell a GILLETTE you **sell** it, at the full price and with a substantial profit—and it **stays sold.**

Which, think you, will create the most good will among your customers and give you the greatest satisfaction, razors which experience has proved must needs be placed on trial, or sold subject to a frequently used return privilege, or the GILLETTE Safety Razor, which not only stays sold but helps to sell others?

THE GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED

Office and Factory--
The New GILLETTE Bldg., MONTREAL

TRADE Gillette MARK
KNOWN THE WORLD OVER

pose is "tag" paper. This is made from so-called rope stock, which is nothing more than old rope and twine, and is very strong, tough and durable. It is the material used for the back of the small advertising memorandum books. It comes in a variety of colors—red, green, blue, etc.

When the glue has dried and the varnished foil and the paper back are by that means strongly united, turn the sheet over a smooth level table and apply enough mercury to the other side of the foil to make a smooth amalgam. This will not require much. Apply the mercury a few globules at a time, and rub and spread it out with a small piece of chamois leather, rolled up into the shape of a ball, taking care that it is free from wrinkles on the outside. The mercury is best applied by rubbing lightly and gently with circular strokes, going over the entire surface smoothly and evenly.

PREPARING THE CEMENT.

With the amalgam completed, it is time to set up the mirror. For this we will need some good strong cement that is perfectly transparent to unite the various parts. For this purpose there is nothing better than a saturated solution in distilled water of the very best quality of acacia in tears. Select those tears which are clear and transparent and with no signs of color. Dissolve them in water and strain the latter through a piece of wetted muslin. It is a good plan to use a large excess of water, filter the solution through a flannel filter, and then concentrate on a water-bath. This will insure a perfectly colorless cement. If it is not desired to do this, gelatin can be employed, dissolving it in the usual manner. But the acacia is preferable, as it gives the strongest cement. With the latter on hand, take a soft brush and apply a very thin coat to the varnished side of the first paper, take it up carefully and lay it on the amalgam side of the foil, then with a roller, such as is used in mounting photos, and some such instrument, roll it down until it sticks smoothly and evenly at all points, with no air bubbles or other defects. This done, it must be weighted down heavily and left for thirty-six to forty-eight hours until the cement and glue get well set and thoroughly dried. Pressure also insures a good contact between the varnish and amalgam; and since it is on this that the clearness of the mirror depends, the heavier the weighting, the better will be the results obtained.

A good plan after the varnish is applied to the amalgam is to lay a smooth sheet of paper over all, and on top of this apply a frame made by nailing smooth boards to a couple of pieces of 2 x 4 inch timbers, taking care that the board side, which goes next the mirror is perfectly smooth, and free from all nails, etc. The timbers will make it stiff and strong, and any sort of weight may be piled on top of it, with the certainty that the pressure will be alike at all points. Were the timbers omitted, or replaced with thin boards, the latter would likely spring or give under the weights, thus making the pressure unequal, and marring the beauty of the work.

THE FINISHING TOUCHES.

At the end of the time remove the weights, take out the mirror and lay it down flat. With a large brush or sponge moisten the upper paper. It will be remembered that this paper was glued on with the white eggs; the moisture will soon loosen it up, when it can be peeled off, and reveal the mirror, already for use. If the work is carefully done, it will give results that will be surprising. Beautiful results may also be obtained by coloring the varnish slightly with various aniline colors, taking care, however, that the transparency is not lessened.

To read this article it may seem that a lot of work and time is required, but in reality this is not the case. It requires some time to complete the job, but the actual time employed in the work on it is comparatively little, since the drying and other such matters will go on without any attention whatever.

I have spoken of these mirrors as an adjunct of the show window, but they should also prove to be salable at good prices for many different purposes. In fact, they are of value in many ways not mentioned here at all, but which will suggest themselves to the progressive dealer.

In conclusion, remember that all things require some experience to get the best results, and this is no exception. Don't throw the matter aside because your first attempt is a failure. The material used costs but little, so the damage is not great. Try it over. Success comes only from effort, and the results in this case will well repay a considerable expenditure of time and money.—Pacific Drug Review.

KENT-M'CLAIN AGAIN.

Kent-McClain (Toronto Show Case Co.) have just completed another very beautiful store in Saskatoon. This is Mr. R. T. Chown's. It is in Circassian Walnut, and the silent salesmen are of the famous "Roman" design all glass construction with white marble base. Those who have seen any one or more of Kent-McClain's circassian walnut store fittings, will readily believe that Mr. Chown has a store to be proud of.

THE MOST EFFICIENT AND SATISFACTORY FLY KILLER IS

WILSON'S

FLY PADS

Retail Druggists find that after trying all the sticky novelties, their customers come back for the old reliable Wilson's Fly Pads, that kill flies in tremendous quantities, and do not damage carpets, furniture or clothing.

Avoid unsaleable substitutes

Archdale Wilson

Hamilton - Ontario

OUR SPECIAL OFFER

The above cut shows our handsome display stand, lithographed in three colors, each of the six panels representing different uses for Thermos. In order to make it easy for dealers who are not already handling Thermos products, we will ship for $6.00, charges prepaid, one of these display stands with five Thermos bottles of different styles, the combined retail price of which is $8.25. Your profit on the outfit is $2.25. We will ship direct or through your jobber. Holiday season is Thermos season—ORDER NOW.

THERMOS BOTTLE CO., LTD.
12-14 Sheppard St., Toronto, Can.

American Thermos Bottle Co.
Thermos Building, New York, N. Y.

"VELVETINE"
Antiseptic Shaving Cream

The Modern, Up-to-date, Quick Way of Shaving

Velvetine Shaving Cream composed only of the very best material.

It eliminates the possibility of disease, such as Barbers' Itch, Etc.

Write for Our Special Offer of
$25 $50 $75 $100

The Dominion Soap Co., Limited
Hamilton, - Canada

THE MARVEL

"WHIRLING SPRAY" SYRINGE

WAS AWARDED THE GOLD MEDAL DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS

ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors

44 E. 23rd St. New York

Canadian Agents:

NATIONAL DRUG & CHEMICAL CO.

Sovereign Perfumes, Ltd.

CANADA'S

Largest

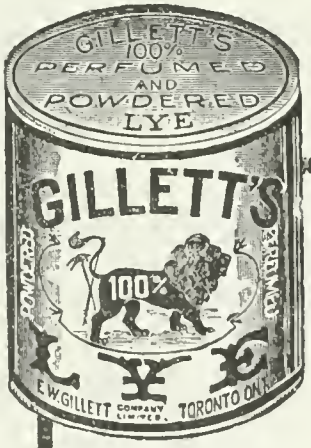
Makers of

Perfumes

and

Toilet Preparations

TORONTO



SATISFACTION

in the highest sense, to you as a druggist and to your customers, is obtained when you sell

GILLETT'S CAUSTIC SODA,
GILLETT'S LYE,
GILLETT'S CREAM TARTAR, ETC.

If your wholesale house will not supply you at List prices, send order to us, and we will ship goods direct.

Awarded Gold Medal Toronto Exposition.

E.W.GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT MONTREAL

OLD-TIME METHODS IN PHARMACY.

By J. H. Beal, in Journal of American Pharmaceutical Association.

"There is no money in the drug business any more," says the old-time druggist. To be sure there is not, if the business is conducted in the old-time way; nor for that matter is there any money in any other kind of business if conducted according to the customs of long ago. B.C. business methods won't attract Anno Domini customers.

The ancient pharmacy, with its old-fashioned tincture presses, macerating jars and mortars big enough for a baby's bath tub, has shattered into a thousand pieces on the flagstones of commercialism, and like the celebrated character of the nursery rhyme, all of Uncle Sam's cavalry and infantry (alias the king's horses and men) can never stick this particular Humpty together again.

The wonder is, that anyone should expect the drug business to prove an exception to the general rule, and to remain unchanged in an age when all things else, physical and meta-physical, are in a state of flux.

Because the so-called professional features of the older pharmacy have passed away it does not follow, as sometimes argued, that modern pharmacy does not possess professional possibilities. What it does mean is that the crude processes of the old-time apothecary have been superseded by more refined methods, that the old products of doubtful strength and composition have been replaced by products of definite strength and certain composition, and that the rule of thumb has given way to the rule of the balance and the burette.

Where the pharmacist has failed is in the lamentable fact that, unlike the physician and chemist, he has not sufficiently availed himself of the means of improvement afforded by his professional associations and the technical journals devoted to the cultivation of his art, and thus has fallen relatively behind these two sister professions.

The professional possibilities of pharmacy are greater to-day than ever before, but the rewards are for the industrious and progressive, and not for the slothful and careless.

The great thing lacking is a general disposition on the part of the pharmacists to discover and develop these possibilities, and thus keep their art in even line with the developments in other arts and professions.

Develop or die is the law of progress. The judgments of economic law are harsh, and their sentences are without the quality of mercy, punishing those who err through ignorance with no less a penalty than those who are guilty of wilful violation.

Some men are like certain plants that when introduced into new climates and soil flourish beyond any point possible in their original environment, while others are so far lacking in adaptability that when conditions change they begin to lose out.

That there is still money to be made in the drug business when conducted according to modern business methods is attested by the example of thousands who have been successful in a measure never dreamed of by the old-time apothecary.

In its commercial aspects the new pharmacy differs more widely from the old than it does professionally. This is because the age is distinctively a commercial one, and because every branch of trade which pharmacy touches upon has made tremendous strides in the art of exchanging articles of merchandise for units of U. S. circulating medium.

It is doubtless true that the qualities which make a man successful commercially are different from those which make him a high type of professional man, but the two qualities are not necessarily antagonistic. The reason they are not commonly both highly developed in the same man is because the complete development of either alone requires about all of the energy and capacity that nature usually allots to one individual.

The writer can recall the time when he was obsessed with the idea that the men who did the largest business did so by virtue of selling inferior drugs, but on investigation he found that as a rule, the men of large business handled the very best drugs. This, after all, was a very reasonable thing to expect, because such men are good business men, and it is not good business to sell poor drugs.

The remedies for failing business are as numerous as astringents and purgatives in the U.S.P. and while some may be better in certain respects than others, there are a few general remedies that are applicable in nearly all cases.

One of these is that the losing out druggist must first thoroughly realize that his failure is due to some fault or mistake of his own, and not to "times out of joint," nor to the sins of humanity in general.

When the foregoing remedy has had its full effect and has purged him of his self-sufficiency he must investigate the methods of other men who have made a success of the drug business under circumstances similar to his own, and then apply the same methods to his own business.

It would carry us too far afield to go into particulars and describe all the details made use of by successful pharmacists, but it will serve the purpose in mind when this article was begun to

mention one of them, and that is this :

Nearly all of the pushing, successful men in pharmacy are active association men. They are members of the A. Ph.A., and if retailers, of the N. A. R. D., and of their local association. They either attend the meetings of these associations, or they read their proceedings carefully, and they also read one or more good independent drug journals.

Whether the successful pharmacist is successful because he is an association man, or is an association man because he is successful, or whether both are due to the fact that he is a man of brains and capacity, one thing is fairly certain — the connection is casual and fundamental and not accidental.

BUILDING A CIGAR BUSINESS.

Select a "leader" from among your stock and make it a point to keep it before the public in as attractive a manner as possible during the time you desire to make it a special display feature of your store. Have window-cards prepared and vary them every little while, so as to create fresh attention.

If you advertise in your local papers, feature this brand in your ad, then cut out the advertisement and paste it on your show window. The curiosity of passersby is sure to be attracted; they will stop and read the advertisement and cards, and, if these are so worded as to make them feel that it is quite worth their while to investigate the merits of your proposition, a percentage of them will enter your store and examine the goods. Most of those who enter will not leave without making a minor purchase, and if the system is followed up and persevered in, you will derive a percentage of regular customers out of the number.

From then on it is up to your salespeople to attract the new trade, not only to the specially featured brand of cigars, but to interest the callers in your general stock. This is best done by an effective counter display of the different choice brands you carry, with prices attached to the lids of the open boxes.

Never be idle while customers are about. If you have a customer waiting for change, then is a good time to attract his attention to some cigar or smokers' outfit that you think will interest him.

Too much stress cannot be laid upon the value of having nothing but efficient, cheerful, accommodating salespeople about you. This, in fact, is one of the principal secrets of success with any progressive modern business institution.

Always keep in close proximity with your regular trade, so if one should drop off, you will know it, and you can then make an investigation to find out as to just what was the cause of the loss, and if the blame lies with any one in your store or with your stock, correct it.

To arouse interest and enthusiasm in the general smoking public of your locality, give them something to talk about, and keep it up.

Every little while feature in your show windows something new in value and quality—some cigar which you, with justice to yourself and your reputation, can bring out as superior. Display it in attractive styles through window exhibits with appropriate show-card designs, so that it may attract the passerby and make a novel impression upon his mind.

Always have a complete line of the various popular brands of cigarettes and cigars displayed in your store. If a new customer should drop in and ask, for instance, for a package of "Naturals" or "Turkish Trophies, cork-tipped," and you have not got these in stock, he will put your store down as not up-to-date, and you will lose his prospective future patronage.

Of course the heart of any successful business man is in his business, else he could never make headway. But he does not always understand the art of so selecting and treating his employees that they, too, will attend to their duties with all their might. To learn this is imperative to any man who would succeed in business.—Tobacco World.

THE WONDER FLY KILLER.

This little device is made of seamless metal, will not leak, and is the most Wonderful Exterminator of the pesky Germ Carrying House Fly. It solves the greatest problem in a neat, clean, simple, and cheap way, getting rid of the greatest pest of mankind, and the most dangerous of all insects. Dangerous on account of its filthy habit of carrying germs from unsanitary places and sick rooms, to your table and infant's milk, and leaving a stream of deadly germs wherever its feet touch.

The manufacturers claim that this little device is cheaper than any other fly killer, inasmuch as the same seamless metal can can be used year after year, with good results ; and also that a larger profit is realized by the retailer on this device than the ordinary fly papers.

"SWEET OIL" MUST BE OLIVE OIL.

According to a recent ruling of the pure food authorities at Washington the only oil that may be labeled "sweet oil" without qualifying statement is the genuine olive oil. Cottonseed oil may be labeled "sweet oil" on condition that somewhere on the same wrapper the exact ingredients of the oil are plainly set forth.

FOR $21.00 NOW

You Can Buy a Small Set of

A prize window trim made with only a part of the YOUNITS in Set No. 5, made by Semmel's Central Drug Store, of Lehighton, Pa.

Semmel's Central Drug Store

Lehighton, Pa., January 20th, 1912.

The Oscar Onken Co.,
Cincinnati, O.

Gentlemen,—It was either patience or tact "on the part of your representative" that persuaded me to purchase your YOUNIT Window Fixtures, for I was quite reluctant, but, after having placed them in my window, I was convinced that I had taken advantage of a rare advertising medium.

The set of YOUNIT Fixtures arrived shortly before Xmas and I honestly believe they have increased my business twenty per cent. In the future I am for ONKEN YOUNITS because they stand for progress. It's the best twenty-five dollar investment I ever made.

Yours truly,
F. P. SEMMEL, JR.

My Two Sets :

Set No. 5. 140 YOUNITS. Large enough for two windows and inside store use .. **$35.00**

Set No. 5½. 88 YOUNITS. Large enough for one window..... **$21.00**

Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the southern Canadian Border.

Shipments made at once.

ONKEN
INTERCHANGEABLE WOOD WINDOW FIXTURE
YOUNITS

Patented 1911 in United States and Foreign Countries.

For the accomodation of Druggists who have limited window space, I am making a small set of my YOUNIT Window Fixtures to meet their wants.

This small set will do the same service as the large set only of course on a smaller scale.

No matter what size windows you have, my YOUNIT Window Fixtures will enable you to build most beautiful window displays in a few minutes. Window Displays that will attract into your store additional trade.

My Window Fixtures simplify window trimming by economizing your time.

With my set of Window Fixtures you have at your command unlimited possibilities for HUNDREDS and HUNDREDS of original and effective trade-pulling window treatments that are positively impossible with hundreds of dollars worth of metal or any other wood Fixtures.

Both my Drug Sets can be had in either weathered, golden or antique oak, all in a soft mellow waxed finish.

Each set is put up in a HARDWOOD HINGED LID STORAGE CHEST (oiled finish). A beautiful Book of Designs full of original window trims made with each set; sent free with each set sold.

Every Set Guaranteed Absolutely.

THE OSCAR ONKEN CO.

Established 32 years

736 Fourth Ave.,
Cincinnati,
Ohio,
U.S.A.

Order through your JOBBER or DIRECT

The Oscar Onken Co., 736 Fourth Ave., Cincinnati, Ohio.
Send me your Window Fixture Booklet .....
Firm .....
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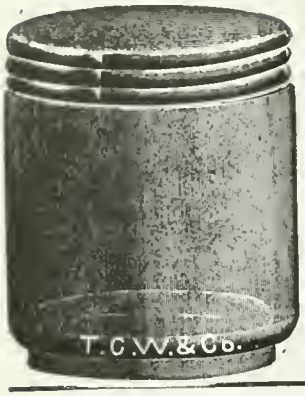
THE EUREKA OINTMENT POT

REDUCTION IN PRICE



Is now well known and is one of the mos popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5 35	5 Gross
¾ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS — DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. — MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

Patterson's Candy

SPECIAL LINES which should be in every high-class drug store:

"Theatre Chocolates"
"Private Stock Chocolates"
"Chocolates Imperators"
"Chocolates Deliciosos"

(in one-half and one pound packages)

"A Matter of Good Taste"

Write us for terms and proposition if we are not represented in your locality.

THE PATTERSON CANDY CO. TORONTO

Your Profit 100 per cent When You Sell

THE KILLKORN SAFETY CORN SHAVER AND Callous Remover

Price 50c

Money-back-guarantee Coupon with each Killkorn

This wonderful little invention for human necessity is indispensable in nearly every home.

Sells at Sight — Does the Work
Brings more Orders
Makes Friends — Makes Big Profits

In Leatherette case with 2 scientifically tested German Steel Blades

Order from Jobber, $3.60 Doz.

Special Discount Gross Lots

If your jobber cannot supply you, Write to us.

Segal Manufacturing Co.

New York, - - U. S. A.

BUSH'S ENGLISH ESSENTIAL OILS

GUARANTEED B.P., 1898.

SANDALWOOD, CUBEBS, LEMON, CLOVES, LAVENDER, ORRIS, ETC.

OLEO-RESINS - ESSENCES

CONCENTRATED PERFUMES

CHLOROFORM, B.P.

for ANAESTHESIA.

POTTER & MOORE'S OLD ENGLISH LAVENDER WATER

W. J. BUSH & CO.

LIMITED. (CANADA)

490 ST. PAUL ST. MONTREAL
122 WELLINGTON ST. W. TORONTO
WINNIPEG AND VANCOUVER

PHARMACY IN GREAT BRITAIN

Production of Synthetic Rubber—Doctors and the Regulation of Patent Remedies—Chloride of Lime Prosecution—Government and Proprietary Medicine Inquiry—Drug and Chemical Markets.

(From our London Correspondent.)

Synthetic rubber has been the talk of everyone in the pharmaceutical and chemical community during the last few weeks, a paper on "The production and Polymerisation of Isoprene and its Homologues," having been read before the London Section of the Society of Chemical Industry by Professor W. H. Perkin. According to Dr. Perkin's lecture the production of synthetic rubber as a practical operation appears to have been achieved at last. It is estimated that the synthetic substance can be produced at something like one-fifth the price of the natural article. In 1910, Dr. F. E. Matthews noted that isoprene which had been left in contact with sodium for three months had turned into a solid mass of rubber, and the conclusion formed, on investigation, that sodium was a general polymerising agent, marked an important epoch in the history of the syntheses of rubber. Curiously enough, this observation was confirmed by the independent but later work of Carl Harries, who in publishing his discovery was unaware that he had been anticipated. The polymerising action of sodium is practically quantitative and is not seriously affected by impurities. It will take place in the cold or in moderate heat, which is an advantage. This discovery renders the cheap production of rubber possible, if divinyl or erytherene, isoprene, diisoprppenyl, etc., or some other similar compounds containing conjugated double linking can be prepared cheaply. The great and fluctuating cost of turpentine is against its employment as a raw material. The only possible substances for rubber production at say, fifty cents per pound, seems to be wood, starch or sugar, petroleum or coal. Prof. Perkin has received many congratulations in the results of his research, and satisfaction has been expressed at the priority of the English discovery, over that of the German chemist. It is noteworthy that Professor Perkin is the son of the late Sir William Perkin, who discovered the process for the production of synthetic indigo. The effect of the recent announcement in the city has not been very apparent, owing, it is thought, to the numerous reported discoveries of synthetic rubber in the past. On this occasion, however, there seems little doubt that the synthetic product will come onto the market in due course.

"The State Regulation of the Sale and Manufacture of Patent and Proprietary Medicines" was the title of a very thoughtful paper read before the Medico-Legal Society at a meeting in London recently. Dr. Eric Pritchard, who read the paper, declared that the various Government departments had shown themselves singularly remiss is asserting their powers to protect the public against the wiles of certain manufacturers and the policy of the Home Office appeared to have been to leave the correction of the evils of quackery to the spread of education, rather than to legislation and prosecution. Not only were our laws most ill-adapted for the protection of the public, but the administration was lax, and wanting in energy. England was fast becoming the happy dumping ground for the sale of every kind of quack medicine, for in almost every other civilized country, there had been enactments for the protection of the public. Dr. Pritchard advocated the licensing of manufacturers, strict censorship of advertisements, and accurate branding of goods. In the discussion which followed the paper, Earl Russell favored the disclosure of formulae, especially with respect to compounds containing poisons or alcohol.

* * * * *

A somewhat rare prosecution against a chemist in connection with the sale of chloride of lime came before the Leicestershire magistrates on June 22. According to the British Pharmacopoeia, chlorinated lime should contain 33 per cent. of available chlorine. The quantity in this case was only 16 per cent. The defendant put in a warranty by the firm of wholesale druggists from whom he purchased the article. On the invoice it was stated that "All drugs and chemicals sent out by us in names recognized by the British Pharmacopoeia are hereby guaranteed to be in accordance with that standard." If in this particular case the defendant could prove he sold the substance as received, he was entitled to be discharged, whatever further action the authorities might take. The purchaser asked for a pound of chlorinated lime, and the chemist replied that he had only packets of chloride of lime. The article is used as a disinfectant as well as in medicine. For the defendant it was argued that "chloride of lime" as such was omitted from the

Pharmacopoeia, although it was mentioned in the British Pharmaceutical Codex, a much later book. A number of chemists gave evidence, and the effect of their testimony was that they did not regard chloride as a drug, but as an article of drysaltery. The Magistrates accepted this view, and, in the circumstances, dismissed the case on the ground that the article was not a drug. Other cases which depended upon the Leicester proceedings were withdrawn.

* * * * *

At the Government inquiry into the sale of proprietary remedies, some interesting evidence is being given. The Commission meets at the House of Commons weekly and I understand the proceedings will be as protracted as most Select Committees are. At a sitting on July 4, Mr. E. F. Harrison, a well-known analyst was called. He suggested that a Government official should be empowered to initiate a prosecution against any manufacturer who advertised a medicine which the medical faculty generally would know was quite incapable of curing disease. Giving instances of what was called "gross exaggeration or misrepresentation" on the part of certain manufacturers, Mr. Harrison stated that one alleged cancer cure which lasted many years consisted of water only. It was stated by one maker that catarrh invariably created biliousness, constipation, asthma, bronchitis, catarrhal fever, and consumption. It was stated that consumption germs could not live in the presence of copper, and as tuberculozyne treatment introduces copper into the blood, the consumption germs cannot live. Again it was stated that intravenous injection, after thorough tests under the most favorable conditions, proved absolutely ineffective; that tracheal treatment had also been tried, with equally unsatisfactory results. It was also claimed that "the plain fact is that as regards the nature of disease, and medical profession is pretty much where Harvey left it nearly three centuries ago": that "Diseases were arranged in a few haphazard groups as motely and incongruous in their composition and disposition as various sections, say, of a political party," and that "animal substances—many of the most repulsive nature and origin, are most universally used by medical men the world over—beetles, spiders' web, crabs' eyes, tiger's tongue, rhinoceros horn, and other repulsive objects form part of the materia medica now in vogue in medical profession." Another maker had spoken of acetic acid as absolutely poisonous and of alcohol as a singular product which no chemist had been able to absolutely analyse. That was, of course, ridiculous. Medicines composed of worthless ingredients—he instanced preparations, asserted to cure nearly everything with one dose, had been found to consist of potato flour.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

Editor Canadian Druggist:

Sir,—The article written by Dr. Wendell Reber, which appeared in your June issue, is very interesting. The chart, as illustrated, is very simple, and is the most suitable for children who are unable to read I have ever seen.

J. JAMES.

St. Thomas, Ont.

Sir,—Can you tell the best way to get a report of the daily proceedings at the coming Convention which is to be held in Vancouver? I thought possibly I could get a Vancouver paper each day, and so get each report.

Thanking you in advance for your favor,

I am yours truly,

A. THOMAS.

Arnprior, Ont.

A detailed account, with illustrations of Vancouver, will appear in the September issue of this Journal.—Editor.

Editor Canadian Druggist,

Toronto, Canada.

Sir,—Could you give me any information regarding registration in Alberta. I am thinking of coming out to open up a drug store and should be glad of any information.

Yours truly,

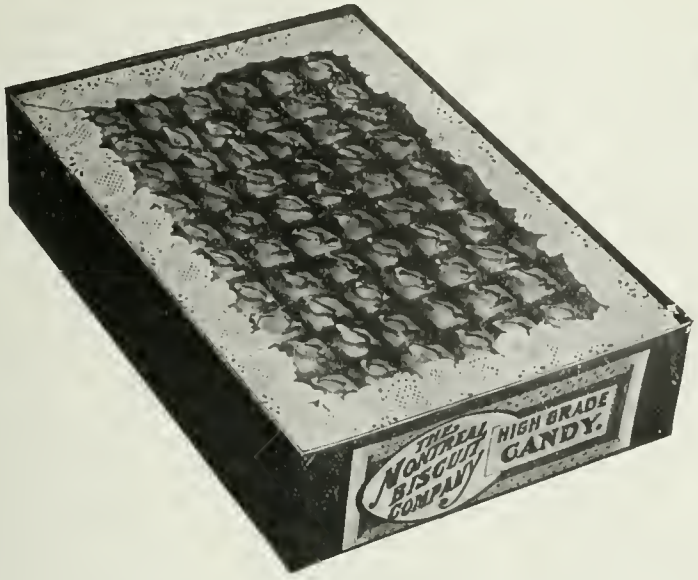
W. J. LUSBY.

Belfast, Ireland.

We are mailing you a copy of "Ordinance Respecting Chemists and Druggists," issued by the Alberta Pharmaceutical Association, which will give you the necessary information.—Editor.

Correspondents will oblige by giving their name and address to all letters sent in for publication. We have omitted several letters on this account, and would like to impress on our readers the fact that under no consideration will we publish anonymous letters.—Editor.

If you have a good deal of ironing to do a much better iron rest than the ordinary metal stand is a brick previously heated in the oven. In this way the iron will retain its heat nearly twice as long, and you will save much time.



CHOCOLATE 'BORDO'

The Chocolate That's Different.

We wish we could bring home to every man, woman and child in Canada the fact that Chocolate **"BORDO"** is different from any other chocolate on the market.

We are convinced. Many, many dealers are as positive. But we would like everyone to know the fact, to realize the especial **"UNIQUENESS"** of this confection.

Mr. Merchant, if we were not absolutely convinced, if we did not honestly believe and know from a vast experience that **"BORDO"** had merit worthy of the consideration of every merchant in Canada—think you we would waste such energy, spend such money, telling you about it day after day, week after week?

"BORDO" once bought will attract trade, because the quality never varies.

"BORDO" has a filling that is different to all other chocolates.

"BORDO" contains a flavor that is not forgotten. It is unique.

We will gladly send you samples of **"BORDO,"** and we confidently believe that if you stock them once you will repeat the order many times. You will win new trade and hold the old.

WILL YOU be the "BORDO" Merchant in Your Town?
No Time Like The Present To Say So.

The Montreal Biscuit Co.

Manufacturers of Biscuits and Confectionery

MONTREAL

Hangers and Calendars Free for the asking. Get some.

THE MANUFACTURE OF GALENICALS BY THE RETAIL PHARMACIST—ITS POSSIBILITIES AND LIMITATIONS.*

Henry C. Blair, Philadelphia, Pa.

Pharmacy, according to Professor Remington, is the science which treats of medicinal substances, and comprehends not only a knowledge of medicines and the arts of preparing and dispensing them, but also their identification, selection, preservation, combination and analysis.

Accepting this as a correct definition, it follows that a pharmacist is one who knows theoretically and practically these arts.

It does not follow that he must practice these arts, or all of them, in the case of every medical substance that he uses in his business, though this seems to be the opinion of some writers.

On the other hand a man who works in a drug store and who does not practice the arts of the profession can not be considered a pharmacist.

Where, then, shall the line be drawn? In order to serve the public properly, to derive from his business the largest return, and to practice pharmacy as a profession, the following rule in relation to galenicals will serve as a guide to the conscientious pharmacist:

Manufacture all galenicals unless they can be procured of a better quality than you can make, or unless they can be purchased for a less price than they cost you to make, quality being equal.

The retail pharmacist should make the following galenicals because he can do so just as well as the large manufacturer and at a much lower price than he must pay anyone else:

Waters, solutions, syrups, honeys, mucilages, emulsions, mixtures, glycerites, spirits, elixirs, collodions, liniments, infusions, decoctions, most tinctures, wines, vinegars, powders, triturations, masses, confections, pills, troches, cerates, essences, ointments, hypodermic tablets, compressed tablets and filled capsules.

Of course, there are exceptions in each of these classes.

In the waters, we except rose, orange flower and cherry-laurel, for these can be procured in a fresh condition of a better quality than those made in any other way.

In the solutions, nitroglycerin for obvious reasons.

In the spirits, frumenti for government reasons. Likewise, wines.

Gelatin, sugar and chocolate-coated pills cannot be made on a commercial basis by the retail pharmacist, and in the opinion of the writer no physician who gives his patient proper advice will order these except in rare instances, where the medicine is extremely disagreeable, or for some other equally good reason.

Every pharmacist should have a machine for making compressed tablets. Any ordinary medicine ordered in a tablet may be made by a hand machine in a few minutes, and while the expense, in time, may be much greater than the cost of a ready-made tablet, the freshness of the medicines and softness of the tablet (less compression) will be sufficient to warrant the proceeding, and when the doctor and patient know that this is the practice, remuneration without objection will follow.

In the writer's opinion, compressed tablets are the poorest form of administering medicine.

For about two dollars a mold for making tablet triturates can be purchased; it requires only about fifteen minutes to make one hundred triturates. These are much more soluble than compressed tablets.

When business is slack, triturates can be made up for stock (such as will not deteriorate by keeping), and special formulas on prescription can be made so quickly that pharmacists should be prepared to do this work and so notify their physician friends.

The cost is considerably less than that charged by manufacturers.

Plasters, except the ready-made kind, are used but seldom. This is largely due to the fact that physicians do not know or have forgotten that a pharmacist can make plasters. For many purposes and for many reasons, specially prepared plasters are far superior to the factory-made ones, and if the matter is properly brought to the attention of the medical profession, they will again come into use.

It will be noticed that extracts, powdered, solid and fluid, are not mentioned in the foregoing list of galenicals. The reasons follow:

The average retail pharmacist uses a great many extracts, but comparatively little of any one. Unless he can use a large amount of any one the cost of making will be from two to ten times the price he must pay a manufacturer for them.

Unless he has apparatus and facilities, which include a vacuum pan and condenser, he cannot make them of as good quality as the large manufacturer.

The writer does not know of any retail pharmacist having a vacuum pan.

Therefore, these extracts are left out of the list of galenicals that a pharmacist should make.

Exceptions also must be made to the following tinctures: Aconite, belladonna hyoscyamus, physostigma, stramonium and possibly cinchona, nux vomica and opium.

Unless a retail pharmacist uses large amounts

Jour. A. A. Ph.

CLERICAL CONFERENCES.

The following article, which is taken from Trunks, Leather Goods and Umbrellas, will, we believe, prove interesting, both to the employer and clerk.

It's a good thing to get the clerks together occasionally, or frequently for that matter, and "talk shop." Big retail organizations have their regular salespeople's meetings and even schools where youngsters of larger growth are trained in the art of selling. Even if you don't have many clerks, get together some time and discuss business in a systematic way, not like the idle gossips of the day.

A stationery concern in Pittsburg has been conducting a series of what the manager calls "Sales Demonstrations." At a recent gathering the following informal talk by the manager is reported in the American Stationer, and it is breezy enough to give our readers, who really aspire to improve their store service :

Chairs were reserved for the lady clerks, and in all about twenty-five employees were in attendance. Mr. Clough opened the meeting with a ten minute talk commencing with the cheery "Good Morning."

I don't know, maybe it's just as well I can't have my way in everything, but if I could, everyone on the first floor from the store boy to the firm would greet everyone else with a cheery "Good Morning."

Why ? well, because the psychological effect is good. If you feel grouchy and it comes hard to say "Good Morning," so much the better, for the effort will cure the worst case of grouchiness on record, and you'll feel better with it out of your system and the "other fellow" will be happier.

For instance, suppose Mr. Leeds comes to his work full of some plan for re-arranging his stock so it will be more convenient for selling and more easy to tell just what we have on the shelf.

He says "Good Morning" and I look at him as though he were a boiled owl or a brass monkey, making no reply to the salutation, isn't it the most natural thing in the world for his ardor to cool down, his enthusiasm to ooze out at his finger tips and for him to say under his breath :

"Well, if you don't care, I don't, and the stock can go to thunder ! "

That's the way I'd feel about it, anyhow.

I tell you, a cheery "Good Morning" is worth a hundred dollars a day to the firm.

Let's try it, anyhow.

I like to shake hands, but not with everybody, and not every day. Therefore, it is advisable to use discretion in the matter, and, as a rule, allow the customer to make the first move.

There are some hand shakes that are not hearty.

There is the "Sassiety" shake, with hands elevated, shoulder high, and the finger tips barely touching—this is really no hand shake at all.

Diametrically opposite to it is the vicelike grip. I have in mind a travelling salesman who once gave me such a grip that I thought all the bones in my hand were broken. It required two hours for me to recover, and about two years before I could give the offender an order, and yet he was a good, well-meaning fellow.

Handshaking is not intended to be a demonstration of muscular development.

Then there is the sweaty, clammy hand shake. It isn't pleasant. I have reason to remember a salesman who always gave me that moist sort of a grasp, and I always felt uncomfortable until I took a washup. If you have sweaty hands use talcum powder on them.

Then some people shake hands like a dead fish, —no life, no interest, no anything in it.

I like the kind of shake that starts at the heart, sends an electric thrill down my arm up to the other fellow's shoulder, and warms the cockles of his heart, and makes us both feel comfortable.

I will not mention the delicate grasp of a young maiden— Oh, Yum ! Yum ! ! I could stand that kind for half an hour if Mrs. C were not looking.

In a word—just be careful how, when where and with whom you shake hands.

In an establishment like ours there should be hearty co-operation—"team work," if you please.

Every fellow should help the other.

There should be no jealousies or ill-feelings, if for no other reason, for the good of the firm that pays your salary and expects to profit by your services.

Don't turn down an order because it goes to some other department and you receive no particular credit for it.

I want your help ; I want your suggestions, but I do not receive half a dozen in a week.

Let us pull together.

We have a "Suggestion Box," but it is not used enough. The first suggestion read :

"This looks like you didn't understand your business."

Thank Heaven ! I am not too old or too stupid to learn something from everyone here or elsewhere.

Tell me something, please.

Another slip read :

"Your service cannot be improved."

Well, I hope we are not so dense that we can't make some improvement.

DRUG BUSINESS FOR SALE IN TORONTO.

Good paying business on car line. Sales $550 per month. Rent low. Good reason for selling. Will pay investigation. Apply "Beacon,"
care Canadian Druggist, Toronto, Ont

FOR PRICES OF

Surgical Dressings

APPLY TO

NEW CHARFORD MILLS, BIRMINGHAM.

Southall Bros. & Barclay, Ltd.
(Established 90 years.)
WHOLESALE ONLY.

Agents for Canada—
MAC LEAN, BENN & NELSON, LTD

Manufacturers of
LINTS, ABSORBENT COTTONS & GAUZES at the MILLS, BIRMINGHAM and BROMSGROVE.

525, St. Paul Street, MONTREAL.

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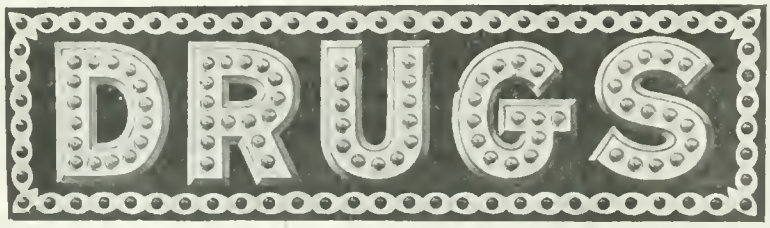

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This double faced **Electric Sign**, size 2 ft wide, 7½ ft. long, 12 inch illuminated letters,

Costs Only 2c per Hour for Current at a 10c rate.

Protected by patents. Manfactured in Canada exclusively by

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THE PROPER FLY-DESTROYING STOCK

Sticky papers, etc., are out classed for effectiveness now that this "sure death" to the fly is on the market. Have you a stock? Send right away.

You will find our general advertising to the consumer will continue to create the demand.

Dominion Agent: **Joseph R. Wilson,** 204 Stair Building, TORONTO

Business Efficiency

Business to-day, to show a profit, must be handled with a maximum of efficiency and a minimum of expense.

E. G. West & Co's policy is to make their **Volumn** of business so great, that the expense is reduced to the minimum.

E. G. West & Co's savings in this turnover are divided amongst their customers in **Extra Discounts and Lower Prices.**

E. G. West & Co. wish you to take advantage of all their special offerings, because goods bought right are half sold.

E. G. West & Co. ask you to sign and return the conpon below.

E. G. West & Co Wholesale Druggists and Manufacturing Chemists 81 George Street, Toronto.

I desire to have my name added to your special list for special quotations sent out by you from time to time.

Name..... .....

Address .....

of these and becomes expert enough to properly and accurately assay them, it does not pay, either financially or morally, to make them.

His cost of assaying makes them come to a much higher figure than that charged by the large manufacturers, and the writer has yet to see the active retail pharmacist who can afford time from his other work to make an assay every time it is required; the result being that this work must be left to an employee, possibly a college student, who can not be expert enough to be relied upon. On the other hand a reliable and trustworthy manufacturer employs expert chemists who are making assays every day and who become so expert that there is never any doubt as to their findings. In fact, most reliable houses make a number of assays of each lot of product, and these must correspond, thereby establishing beyond a doubt the exact strength.

Our State and Federal laws require these tinctures to conform to the U.S.P. and, even if manufacturers were inclined to be dishonest, the chances are that they would not jeopardize their business by sending out unassayed tinctures.

There is no reason why a pharmacist should not purchase these preparations, any more than there is reason why he should make his own chemicals, such as hyoscine, digitalin, iodoform, phosphorus or carbon disulphide.

Certainly he should know how to make them, and assay them, just as he should know how chemicals are made and tested, but when the cost of production and the end results are considered, it would be absurd, from a business point of view, for him to do so. If a retail pharmacist purchases his extracts or tinctures from another manufacturer, he should assure himself that the manufacturer employs first-class chemists— then he should occasionally make tests or assays to see that he is getting standard preparations. If he finds that he is not, he should notify the manufacturer, who should replace the article complained of with first-class goods and pay all expenses, including costs of testing. Otherwise, the dealer should notify the State and Federal authorities and sue for damages. One or two cases of this kind would be of signal benefit to the public.

Reputable manufacturers are always glad to have their attention called to their goods in case of a mistake or of an article found to be inferior, and to "make good" if they can do so.

Recently when the manufacturer sold to the writer an enzyme preparation, for which no test is given in any text book, but which did not respond to the test applied as it should have done, the manufacturer supplied a new lot at no cost to the writer, even though the test used was not that in use in the manufacturer's laboratory.

The galenical part of our business is not different from the drug or chemical part; we are advised by some writers that unless a man makes all his own galenicals, including extracts, he is no pharmacist, yet these same men ignore the chemical issue. Is there anyone so foolish as to think that the pharmacist should make his own chemicals? Is it not as ridiculous to expect the retailer to make galenicals that require even more complicated and expensive apparatus and more accurate manipulations?

When the question of assay enters into the value of a galenical, is it not better to rely on the expert chemists than to risk the health and even lives of the public by attempting to apply that part of our theoretic knowledge which is so little used that we cannot become expert?

We believe the answers to these questions by practicing pharmacists can be only in the affirmative. If a galenical requires apparatus for making or facilities for assaying or testing that are beyond the reach of the pharmacist, he is justified in purchasing such galenicals from the large manufacturer just as he purchases the alkaloids and other chemicals.

WELL-KNOWN FIRM OF BURGESS-POWELL WILL NOW BE KNOWN AS MOORE'S LTD.

One of the oldest drug businesses in Toronto changed hands this week. Mr. Burgess and Mr. Powell, of the Burgess-Powell Co., have retired from the drug business and will devote all their time to the real estate, in which they have been very largely interested for years. They have been particularly interested in down-town real estate, and have several very valuable holdings on Yonge street. Their drug business has been taken over by Moore's, Limited. The President of the new company is W. P. Moore, who has been manager of the Burgess-Powell store for nine or ten years. The Secretary-Treasurer, W.J. Power, has also been an assistant with the old firm for some years. The store is well-known in Toronto, and, in fact, all Ontario, as it was the first cut-rate drug store established in Toronto, and has always handled nothing but the purest drugs and high-class specialties at the lowest prices. Unlike many cut-rate stores, this store has always enjoyed the confidence and patronage of the best physicians in the city, as is shown by the great number of prescriptions dispensed by them.

A simplified X ray by which a bill collector could see how much money a man had in his pocket would fill a long felt want.

Most every statesman and near statesman now has a presidential lightning rod sticking out of his hat.

Window Display

ARE YOU OVERLOOKING THE MONEY IN YOUR WINDOW?

By Oscar Onken, President the Oscar Onken Company, Cincinnati, Ohio.

Do you know that window trimming is one of the best paid professions in the world? Of course you do, especially if you have had to pay for the services of a first-class window trimmer, and you know what a well trimmed window means to the success of your business. Think of the capital you have tied up in merchandise from which you expect ready returns in net profit and do not get.

Once upon a time people bought only such articles as they needed, and in that day most of the merchandise was carefully put away in green boxes on shelves, quite out of sight. To-day well displayed goods sell themselves. People buy because they are attracted by a thing which pleases, and not because they need the article.

Don't forget this fact—your well trimmed window is the biggest and best medium of advertising you can possibly employ.

The publisher calls attentions of readers to page 527 this issue.

A WELL KEPT DRUG STORE

Do you happen to be one of the merchants who does not get the quick returns he is entitled to? What is the reason for your failure, while your competitor succeeds, and yet carries about the same line you do? The most likely reason is that your competitor has given more attention to the display of goods than you have.

Probably you do not realize that your show window is your best medium for making quick profits. If you are a merchant who has not realized the value of his show window, just get this fact well digested, viz., that most people buy what is thrust upon their notice and pleases their fancy.

This is an extravagant age. Even the small boy who cries newspapers on the street corner does not try to resist the hat, necktie, sox or whatever pleases his fancy, and the fancy would not have been touched, had not those captivating articles pierced his heart from the show window.

THE "LATEST" IN WINDOW DISPLAY.

In the current issue of the National Druggist a very interesting paper is published from the pen of C. G. Buchanan, in which he describes several novel ideas in window displays.

He says: "One of the most novel displays was made by a druggist who, having a large yard, has taken up chicken raising as a side line. He arranged a large show window to represent a hen house and chicken yard and placed half a dozen of his choicest hens in the same, also a card, saying

EVERY EGG AT OUR FOUNTAIN IS USED THE SAME DAY IT IS LAID.

The novelty of the display attracted great attention, and the lesson taught by it was so appealing that the sale of egg drinks more than doubled.

During the close, hot, sultry weather of mid-

summer the displays should be of such a nature as to give an impression of coolness.

A beautiful display of this nature was arranged by pleating the sides, top and back of the window with cheese cloth of a particularly pleasing deep, rich green color, the top draperies being slanted at such an angle from the front to the rear that they only reached to half the height of the window at the back. This gave the window more of a secluded appearance and added to the desired heavy forest effect.

The floor was built up with boxes to represent a series of steps and covered with moss; the green cloth could be used, and on these boxes were placed as many ferns, palms, etc., as the window could hold. The ferns were gathered from nearby woods, so the expense was slight.

If only a few plants had been used the display would have been a failure, but as it was a solid mass of green, frequently sprinkled, every passer-by was immediately attracted by its refreshing coolness. The window contained but one bit of advertising, a card saying:

DRINK OUR SODA AND KEEP COOL.

which was so effective that it thronged the fountain day and night.

Another type of cooling displays that are very popular and attractive are the ones made by chipping out a cavity in a cake of ice and filling it with fruit or flowers.

When this is used in a window a method of disposing of the ice water must be provided. This is usually done by placing the ice in a pan with a drainage tube attached, or if not this a way left that the water can be dipped out several times a day, or it can be done by using a strip of candle wicking extending from the pan to a bucket below it. In this case advantage is taken of capillary attraction, and the wicking must be so arranged that the flow will not be interfered with.

An ice cake display was seen last season resting in the centre of a perfect grotto of icicles. These were made by dipping suitable lengths of hemp cord in liquid glue and scattering bits of cotton on them until the desired shape and length were secured. These were then dipped into a solution of gelatin of the consistence of syrup and hung up to dry.

American people delight in considering things by comparison. Advantage can be taken of this and much interest created in a soda water window by some such methods as the following:

A druggist who used about 40 gallons of rock candy syrup a week during the busy season, estimated that it would require about 400 pounds of sugar to make it.

He borrowed that amount, in 25-lb. sacks, from a grocer and arranged it as background for the window with a card saying:

It Requires this much Sugar to Make the Syrup for our Fountain Every Week in July.

He had received a case of one dozen 5-lb. cans of chocolate. These were built into a pyramid at the side and back of the window and bore a card as follows: "There is not enough chocolate here to last us one season."

For making syrup and for other purposes the store would consume about seven dozen lemons during the week and that number was placed in the centre of the window with an appropriate card.

The remainder of the space was filled with similar displays and with the articles which it was not possible to properly display a large amount of, a small display was made and the appropriate comparison stated. For example, strawberries, both plain and crushed, were good sellers, so a small basket of choice berries was selected and placed upon a suitable and conspicuous pedestal with a statement that it would require a bushel basket to hold two days' supply.

AN "EINSON" CARD.

LEGG BROS. ENGRAVING Co.

PHOTO ENGRAVERS
DESIGNERS
ILLUSTRATORS
ENGRAVINGS FOR ALL PURPOSES.
HALF-TONE AND LINE ENGRAVING
WOOD ENGRAVING

WASH DRAWINGS FOR BIRDS EYE VIEWS OF BUILDINGS ETC. SEE ILLUSTRATIONS IN THIS PUBLICATION FOR SAMPLES OF ENGRAVING & PHOTOGRAPHING
CATALOGUE WORK A SPECIALTY

COMMERCIAL PHOTOGRAPHERS
LEGG BROS. ENG. CO.
No 5 JORDAN ST., TORONTO.

"ARLINGTON"

Teething Rings
Eye Shields
Babys' Rattles
Soap Boxes
Dressing Combs
Fine Combs.

ALL *A1* VALUE

The Arlington Co., of Canada
LIMITED

East	Ont.	West
Duncan Bol, Montreal	John A. Chantler & Co., Toronto.	R. J. Quigley, Winnipeg.

SANOL

Is very valuable in the treatment of Gall Stones, Kidney Stones, Gravel in the Bladder, Lumbago, Uric Acid Diatheses.

Sanol's Antidiabetes

Is the only positive cure for Diabetes.

"Changing Diet Method"

Sanol: retail $1.50, trade $12.00 doz.
Sanol's Antidiabetes: retail $2.00, trade $16.00 doz.

Terms, 30 days 5%.

Sanol's Preparations may be obtained wholesale from:

All Depots and Branches of the National Drug & Chemical Co. Limited, of Toronto.
Drug Trading Co. Limited, Toronto.
Lyman Bros. Co. Limited, Toronto.
Lyman's Limited, Montreal.
Lyman-Knox Co. Limited, Montreal.
N. C. Polson & Co, Kingston
Martin, Bole & Wynne Co., Winnipeg.

Your esteemed orders will have our prompt attention.

The Sanol Mfg. Co., Winnipeg, Man.
Also Chicago, Ill., U.S.

Send a Post Card for

"THE KEATING BOOK"

a small illustrated booklet, treating of the life of Moths, Bugs and other House Insects. Mailed or expressed, prepaid, to the Druggist Trade for counter distribution.

Printed in Canada for

THOMAS KEATING

manufacturer of "KEATING'S POWDER"

Address: P. O. Box 67

Toronto

Formulary

PINE TREE LOZENGES.

Powdered acacia..... ..... 1 pound.
Extract of licorice..... ..... 1 pound.
White sugar..... ....14 pounds.
Arrowroot..... .... 7 pounds.
Tartaric acid..... .... 1 ounce.
Paregoric elixir..... .... 2 ounces.
Powdered ipecac..... .... ½ ounce.
Oil of pumilio pine..... ..... 2 drams.

Mix into a paste with sufficient water, and divide into lozenges 25 to the ounce. In place of paregoric elixir a mixture of camphor, 1 dram; menthol, 1 dram, in spirit of chloroform, 2 ozs., may be used with advantage.

LAXATIVE FRUIT LOZENGES.

Senna, in powder..... ..... . 1 ounce.
Sugar, in powder..... ..... 1 ounce.
Jalap, in powder..... .... 1 ounce.
Tamarind pulp..... .... 5 ounces.

Mix so as to form a stiff paste, then divide into lozenges weighing 45 grains each. The mass is best rolled out on a pasteboard with a rolling pin, and cut out with an oval mold. The lozenges are then dipped into melted chocolate and dried.

COMPOUND SYRUP OF MANNA.

Manna..... .... 2 ounces.
Senna leaves, cut fine..... .... 2 ounces.
Fennel, bruised..... ....87½ grains.
Refined sugar..... ..... .11 ounces.
Alcohol..... ... ...1 fl. oz. 96 min.
Distilled water, by weight to.....20 ounces.

Macerate the senna leaves and fennel in 12 fl. ounces of the water for 24 hours, press, filter and evaporate to 6 fl. ounces, then add the alcohol; allow to stand for 6 hours, filter and dissolve the manna and sugar in the filtrate, finally making up the required weight with water if necessary. (B.P.C.).

SWEET SOLUTION OF SENNA.

Alcohol (90 per cent.) ....8 fluidounces.
Senna leaves..... ..... 5 pounds.
Oil cinnamon..... ... . 5 minims
Oil coriander... ....15 minims.
Oil lemon... ....40 minims.
Tincture ginger, concent ... 2 fluidounces.
Treacle..... ....30 fluidounces.
Distilled water, to make.....80 fluidounces.

Prepare by maceration.

LIVER REGULATOR IN TEA FORM.

1. Liverwort Herb, cut... ....8 ozs.
Dandelion Root, cut..... ... ...1 ozs.
Digitalis leaves, cut... ....2 ozs.
Wintergreen Herb, cut..... ....1 oz.
Peppermint Herb, cut..... ... .1 oz.
Potassium nitrate, powdered... ... ...3 ozs.
Potassium, powdered..... ....3 ozs.

Mix thoroughly and put up in packages holding about two ounces.

To use, steep the contents of one package in a quart of water, with gentle heat, for two hours, then strain off 1½ pints and add to it half a pint of alcohol and two ounces of sugar. Adult dose, a wineglassful, four times a day.

2. Leptandra ....2 ozs.
Serpentaria..... ....2 ozs.
Liverwort..... ....2 ozs.
Senna ....2 ozs.
Butternut..... ....2 ozs.
Licorice Root..... ....1 oz.
Anise..... ....1 oz.

Mix and reduce to coarse powder.

The dose is a teaspoonful steeped in hot water and strained, taken three times daily.

3. Senna..... ....8 ozs.
Serpentaria... ....1 ozs.
Star Grass..... ....2 ozs.
Golden Seal..... ....1 oz.

Make into a coarse powder.

Use like the preceding.

UNNA'S OINTMENT FOR BLEEDING PILES.

Chrysarabin..... .... 8 grams.
Iodoform..... .... 3 grams.
Extract belladonna..... .... 6 grams.
Petrolatum..... ....150 grams.

CATARRH JELLY.

1. White petrolatum..... ....8 ounces.
Menthol..... ....3 drachms.
Thymol..... ....5 grains.
Eucalyptol..... ....1 drachm.

Melt the petrolatum on a water bath, and add the thymol and menthol, stirring until dissolved. When nearly cold, mix the eucalyptol thoroughly through the mass. The quantity of petrolatum may be increased if desired.

2. Petrolatum..... .... 1 pound
Oil of wintergreen .... 18 grains.
Oil of peppermint ....192 grains.
Camphor..... ....192 grains.
Iodoform..... .... 6 grains.
Carbolic acid..... .... 1 drop.

Melt the petrolatum on a water bath, add the camphor, and when dissolved remove from the fire. Incorporate the remaining ingredients when the mixture is nearly cold.

3. Thymol..... ....20 grains.
Eucalyptol..... ....10 grains.
Menthol..... ....10 grains.
Boric acid..... ....80 grains.
White petrolatum..... .... 1 ounces.

Melt the petrolatum at a gentle heat and incorporate the other ingredients.

MENTHOL SNUFF FOR COLDS.

The following is according to Dietrich's Manual :

Boric acid	30 parts.
Orris root	7 parts.
Roasted coffee	30 parts.
Sugar	10 parts.
Menthol	3 parts.

Reduce the solid ingredients to the finest powder, mix and then work in the menthol.

CREAM OF CAMPHOR.

The following is abstracted from a report to the Philadelphia Branch A. Ph. A., by E. Fullerton Cook :

Castile Soap	120 grs.
Ammonium Carbonate in clear pieces	120 grs.
Powdered Camphor	120 grs.
Oil Thyme	1 dr.
Oil turpentine	2 ozs.
Tincture Opium	2 drs.
Water, enough to make	1 pt.

Dissolve the soap and the ammonium carbonate in 10 fluid ounces of water, and introduce the solution into a pint bottle. Dissolve the camphor in the mixed oils, and add to the soap solution, shaking the bottle vigorously until an emulsion is formed. Finally add the tincture of opium, and enough water to make 1 pint, and mix well by shaking.

SOOTHING SYRUP.

1.	Tincture Hyoscyamus	1 fl. dr.
	Syrup Lactucarium	2 fl. oz.
	Syrup, to make	8 fl. oz.
2.	Ammonium Bromide	2 tr. oz.
	Chloroform	2 fl. dr.
	Fluid Extract Conium	2 fl. dr.
	Tincture Hyoscyamus	1 fl. dr.
	Syrup	8 fl. oz.
	Water, to make	1 pint.
3.	Oil Anise	20 drops.
	Oil peppermint	1 fl. dr.
	Tincture Camphor	1 fl. oz.
	Fluid Extract Valerian	1 fl. oz.
	Fluid Extract Licorice	1 fl. oz.
	Alcohol	8 fl. oz.

Dose : One-quarter to one-half teaspoonful in water.

4.	Sodium Bicarbonate	30 grn.
	Sodium Bromide	30 grn.
	Oil Dill	8 min.
	Oil Anise	8 min.
	Alcohol	3 fl. dr.
	Chloroform Water	12 fl. dr.
	Syrup, to make	8 fl. oz.

Dose : One-half to one teaspoonful with or without a little water.

Pharmacy

WATER-SOLUBLE CRESOLS.

If the cresols be dissolved in 4 to 6 parts of alcohol a solution is obtained which is miscible with water in all proportions yielding either a perfectly clear or a slightly opalescent solution. So says the Pharmazeutische Zentralhalle on the authority of Professor A. Hiller, writing in Disinfektion.

VASOLIMENT OF SALICYLIC ACID, 10 P. C.

The Apotheker-Zeitung proposes the following :

Salicylic acid	3 grams.
Absolute alcohol	2 grams.
Ether	2 grams.
Liquid vasoliment, sufficient to make	30 grams.

By adding more ether a preparation of higher percentage can be obtained.

OINTMENT OF CYCLOFORM.

The cycloform, 10 grams, is dissolved in 30 grams of olive oil by the aid of gentle heat (the temperature must not be allowed to exceed 65 degrees C.) Paraffin, 3 grams, and yellow petrolatum, 100 grams, are melted together and added to the mixture. The whole is then stirred until the mass has cooled. This formula is given by the Pharmazeutische Zentralhalle.

COMPOUND LIQUID PARAFFIN

This is made according to the following formula, says the Apotheker-Zeitung :

Camphor	3.400 grams.
Menthol	1.000 gram.
Thymol	0.500 gram.
Eucalytol	1.000 gram.
Oil of gaultheria	3.100 grams.
Hydrastin	0.015 gram.
Liquid paraffin, sufficient to make 1 litre.	

OINTMENT FOR HEMORRHOIDS.

Tannic Acid	96 grains.
Ext. Belladonna	21 grains.
Ext. Stramonium	16 grains.
Ext. Witch Hazel	32 grains.
Powd. Opium	18 grains.
Powd. Hydrastis	18 grains.
Thymol	16 grains.
Resorcin	16 grains.
Yellow Wax	21 grains.
Petrolatum	11 drams.

BEST OINTMENT FOR PRURITIS ANI.

Carbolic acid	20 grains.
Calomel	1 dram.
Tar	1 dram.

CONTINUOUS AND WIDESPREAD ADVERTISING backed by sound consistent quality have made Tuckett's Cigarettes the first choice of Canadian smokers. Tuckett trade is stable. It increases year by year. Last year (1911) sales reached the record mark of 55 million. What proportion of these sales were yours? Cash in on the Tuckett reputation by selling the Tuckett line.

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In Three Varieties—Retail Prices Quoted.
Club Virginias, 15c for 10
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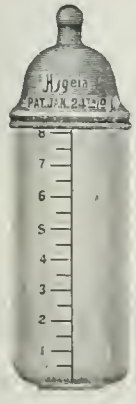

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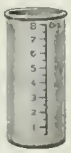
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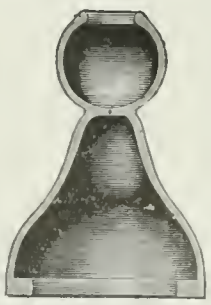
To the Druggists of Canada

We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Ball-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing. We are making a special offer on the Ball-cup nipple until the 1st of January, 1912. Write us for prices.

THE HYGEIA NURSING BOTTLE CO.
1336 Main St., - Buffalo, N. Y.


Section of ball-cup nipple. The puncture in the nipple is at the bottom of the cup.

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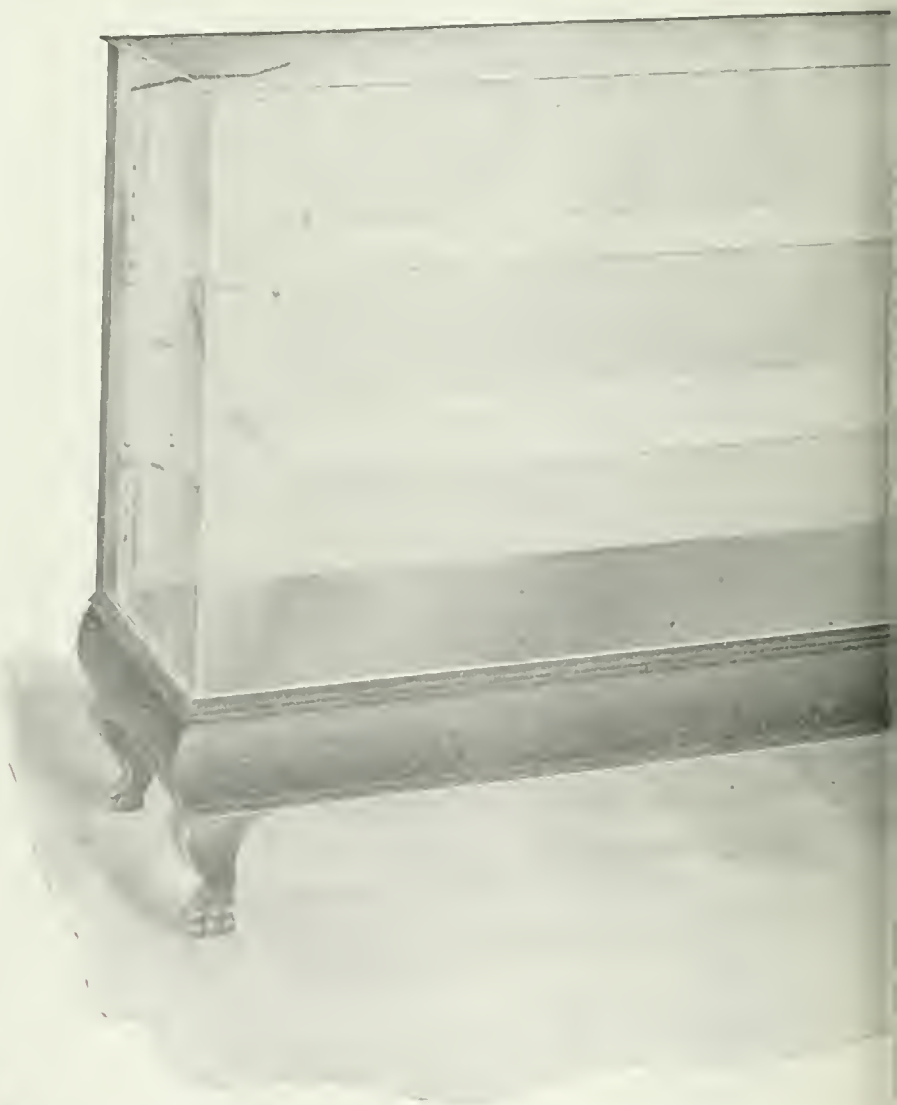
High-grade Fixtu

The Progressive Merchant no lo



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This Combination makes the Safest Shaving Outfit obtainable---Boker's "Radium" Finest Concave Razor with Adjustable Guard

With one of these Guards and a Boker Razor you have a shaving outfit that will last a lifetime. Impossible to cut yourself while using this guard. Fits every Boker Razor; made of German silver, nickel plated. Neatest and most substantial Razor Guard on the market. Attractively put up in red boxes and stamped in gold. Easily sold where shown.

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THE only collapsible, self-adjusting infallible Supporter in the world, made of purest and softest rubber. Having 6 faces or cups it renders misplacement absolutely impossible. This feature does not exist in any other supporter. Highly recommended by the medical profession

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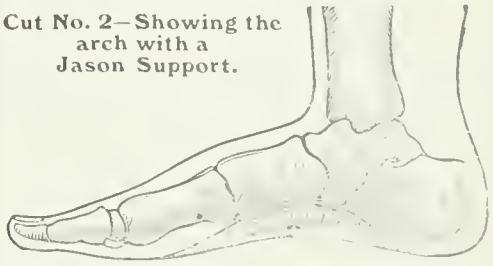
Cut No. 2—Showing the arch with a Jason Support.



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Write for particulars.
Retails $1.75 pair.
Special Prices to Druggists.

Cut No. 1 Showing broken down arch before wearing a Jason.

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First introduced in 1849. It is now favorably known and sold all over the world.

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ALWAYS CUR **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1.00 per box.

Canadian Agents: LYMANS Limited, Montreal

Menthol..... ....10 grains.
Zinc Oxide..... .... 1 dram.
Petrolatum..... .... 6 drams.
Wool-fat..... .... 2 drams.

Bathe with water as hot as can be borne, and apply twice daily.

STILLINGIA OINTMENT.

Several dozen formulas exist for this popular eclectic medicament. A recently improved version is the following :

Fluidextract of stillingia ..... 2 ounces.
Fluidextract of lobelia..... ..... 2 ounces.
Oil of cajuput..... .... 2 drams.
Glycerin..... .... 4 ounces.

Sometimes the oil is dissolved in a minimum of alcohol.

TINCTURA FERRI AROMATICA—AROMATIC TINCTURE OF IRON.

The Zeitschrift des Allgemeinen osterreichischen Apotheker-Vereins publishes the following formula for this preparation :

Saccharated ferric oxide,soluble 200 parts.
Distilled water..... ....1100 parts
Syrup..... .... 360 parts.
Alcohol..... .... 330 parts.
Aromatic tincture..... .... 2 parts.
Tincture of orange..... .... 4 parts.
Tincture of vanilla..... .... 4 parts.

The oxide is dissolved in the distilled water and syrup ; the tinctures are mixed with the alcohol and added to the aqueous liquid.

PULVIS BISMUTHI AROMATICUS—AROMATIC BISMUTH POWDER.

The Pharmaceutical Journal gives the following :

Bismuth subnitrate..... .....45 grams.
Sodium bicarbonate..... ....35 grams.
Powdered rhubarb..... ....10 grams.
Aromatic Powder..... ....10 grams.

PALATABLE DRAUGHT OF EPSOM SALT.

Haldeman (Physicians' Drug News) offers the following formula as representing a palatable form of administering magnesium sulphate :

Magnesium sulphate..... ..... 1 ounce.
Solution of saccharin..... ..... 1 dram.
Oil of peppermint..... .... 2 drops.
Oil of anise..... .... 2 drops.
Water, enough to make..... ..... 2 ounces.

Dissolve the sulphate in the water and add the other ingredients ; filter.

SYRUP OF IPECAC.

According to the report of the Committee on Pharmacopoeial Revision of the New York State Pharmacopoeial Association, syrup of ipecac, U. S.P., can be very readily prepared direct from the powdered drug without any deviation of the official strength or ingredients. The following is the improved formula proposed :

Powdered ipecac..... ..... 70 grams
Acetic acid..... ... .101 cc.
Glycerin..... ....100 cc.
Sugar..... ....750 grams
Water, sufficient to make..... ...1000 cc.

Percolate the ipecac with a mixture of the acetic acid, glycerin and 290 cc. of water, and then continue the percolation with water until 600 cc. of percolate is obtained. In this dissolve the sugar, add sufficient quantity to make the product measure 1000 cc.

LINIMENT OF AMMONIA.

A correspondent of the Pharmaceutical Journal says that he has devised a formula for an ammonia liniment which yields a product that neither thickens nor separates. It is as follows :

Ammonia water..... .... 1 part.
Olive, or any similar vegetable oil 2 parts
Liquid paraffin... .... 1 part.

Mix and shake well, the liquid paraffin being added last and in small quantities at a time.

"Part" in this formula means parts by volume.

PEDICULI CAPITIS.

Desmons (Jour. de Med. de Paris) recommends painting the parts infested by insects and their ova with the following solution :

Hydrarg. perchlor.... ... ...gr. xv.	1.0
Tinct. benzoini..... .....m. lxxv.	5.0
Acid acetic, glacial..... ...dr. vi.	25.0
Aq. coloniensis... ....ad oz. xvi.	500.0

S. et M. Sig.—"Poison. To be applied carefully by means of cotton wool."

The acetic acid attacks the external surface of the ova or "nits," which consists of a chitin body, and is resistant to most other substances. —The Prescriber.

VINUM DIURETICUM TROUSSEAU.

This preparation consists, according to the Pharmazeutische Zeitung, of

Digitalis leaves..... ....22 grams
Squill..... .... 12 grams
Juniper berries..... .... 100 grams
White wine..... ....1500 grams

The digitalis, squill and juniper berries are macerated four days with the white wine. The liquid is then filtered and 30 grams potassium acetate added.

CAMPHOR AND MENTHOL OINTMENT.

White petrolatum..... .... 1 ounces
Paraffin..... .... 1 ounce
Camphor .... 4 drams
Menthol..... .... 1 dram

Melt the paraffin and petrolatum on a water-bath, add camphor and menthol. While liquid fill into 1-ounce jars.

Mix the chocolate and sugar with enough boiling water to make two pints. Allow the syrup to cool and then add the other ingredients.

BAUME OPODELDOCK.

Balsamum Opodeldoch.

Curd soap, grated and dried.....95 grams
Powdered camphor..... ... .75 grams
Solution of ammonia (0.925) ....30 grams
Oil of rosemary... ....20 grams
Oil of thyme..... .... 5 grams
Alcohol, 90 per cent..... ....775 grams

Dissolve the soap in the spirit by the aid of a water-bath, add the camphor and filter quickly into a flask placed into a vessel of hot water, then add the oils and ammonia. Pour into perfectly dry bottles, cork and capsule.—French Codex, 1908.

ELIXIR QUININAE AMMONATIUM COMPOSITUM, B. P.

Compound Ammoniated Elixir of Quinine.

Quinine sulphate ....175 grains
Ammonium carbonate..... .....390 grains
Strong solution of ammonia ... 96 minims
Solution of cochineal..... .....192 minims
Spirit of chloroform..... ....288 minims
Oil of cinnamon..... .... 20 minims
Alcohol..... .... 7½ fl. ounces
Syrup of orange..... ..... . 8 fl. ounces
Distilled water, to make..... ... 20 fl. ounces

Dissolve the oil of cinnamon in the alcohol and spirit of chloroform, diffuse the quinine sulphate in the mixture, and add the ammonium carbonate previously dissolved in 15 (or 3 fluid ounces) of distilled water, mixed with the strong solution of ammonia, the solution of cochineal and the syrup of orange; make up to the required volume with distilled water, if necessary, and filter.

Dose 2 to 4 mils (or ½ to 1 fluidram).

Liquor Thymolis et Eugenolis Compositus.

Compound Solution of Thymol and Eugenol.

Thymol..... ....87½ grains.
Eugenol..... .... 350 grains.
Tincture of calendula..... ..... 10 fl. ounces.
Tincture of krameria..... .....to 20 fl. ounces.

Dissolve the thymol and eugenol in the tincture of calendula, and make up to the required volume with tincture of krameria.

FOR INFLAMED RHEUMATIC JOINTS.

Salicylic Acid..... .... 3 drams.
Tincture Opium..... ....1½ fl. drs.
Oil Turpentine..... .... 1 fl. oz.
Oil Cloves..... .... 3 fl. oz.
Alcohol..... ....12 fl. oz.

Rub on the affected parts every two or three hours. Chloroform may be substituted for the oil of cloves if desired.

NEURALGIA REMEDIES

1.—Menthol..... ....15 grn.
Cocaine..... ....15 grn.
Hydrated Chloral..... ....10 grn.
Petrolatum..... ....300 grn.

2.—Tincture Aconite .... 5 parts.
Tincture Chloroform..... .... 5 parts.
Lard..... ....20 parts.

3.—Oil Peppermint..... .... 8 parts.
Tincture Aconite..... .... 4 parts.
Chloroform..... .... 2 parts.

Poison! Apply every half hour.

4.—Camphor..... .... 1 part.
Hydrated Chloral..... .... 2 parts.
Chloroform..... .... 4 parts.
Alcohol..... .... 1 parts.

Poison!

APPLICATION FOR BURNS.

According to W. G. Anglin (Jour. Indiana State Med. Assoc.), the following takes the intense heat out of a burn very quickly:

Phenol..... ....40 grammes
Glycerin ....200 Cc.
Water..... ....800 Cc.

If the application be continued any length of time, it should be diluted one-third.

MAGNESIA DRESSING FOR SEVERE BURNS.

Dr. Ohleyer reports (Aerztliche Rundsch.) upon a case of a burn of the third degree which was healed in a short time by magnesia dressings. His method was as follows:

Twice daily, morning and evening, the wound was covered fairly thickly with magnesium carbonate, and over this a double layer of gauze, upon which a layer of absorbent cotton was secured by means of a bandage, was applied with moderate pressure. On redressing, the portions of the dressing which adhered to the wounds were carefully removed with pads of absorbent cotton dipped in a 1 : 1000 solution of lysol.

The author attributes the favorable result to the alkaline properties of the magnesia, which absorbs and neutralizes the acid of the muscle juices, and deprives the pus of its destructive action upon the skin.

KENT-M'CLAIN AGAIN.

Mr. W. T. McEachren, of Port Arthur, in making his recent and expensive store improvements, installed twelve new silent salesmen, all of the famous "Roman" design (all glass construction with green marble base), except one "Special" and the indispensable exception the "Trianon" combination show case, counter and stock cabinet. All made by Kent-McClain, Limited (Toronto Show Case Co.)

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THE ORIGINAL FLY PAPER

has one-third more sticky compound than any other; hence is Best and Cheapest.

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No.	Cased	Price	No.	Cased	Price
165	25 "	.10c	395	6 pcs	.95c
160	25 "	.15c	300X	6 "	$1.05
325X	12 "	.47c	360	6 "	1.25
325	12 "	.63c	300	6 "	1.60
265	6 "	.75c	355	6 "	2.25
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Less 15 per cent while they last.

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SHOULD STOCK

MAJOR'S CEMENT

During the hot weather a Druggist gets many calls for something to heal sore feet, sore fingers, corns, etc. Major's Cement will heal these in half the time.

Write for advertising matter to A. Major, President, 461 Pearl St., New York.

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DISTILLED AT COGNAC, PELEE ISLAND
UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford
WHOLESALE DISTRIBUTORS FOR CANADA

A COLLECTION OF FORMULÆ FOR DEXTRIN GLUES.

Neueste Erfindungen und Erfahrungen has published the following methods for the preparation of dextrin solutions for various purposes.—(Nat. Druggist.).

1. One kg. is stirred ten minutes with 0.45 kg. of cold water. When the water is completely absorbed, the mass is kept over an open fire, under constant stirring for about five minutes, until a milky liquid results. Care must be taken to keep the mixture from boiling. The liquid is then cooled by placing the vessel and its contents in cold water, upon which about 50 grains of glycerin and a knife pointful of salicylic acid are added for every litre of liquid. It is preferable to add the salicylic acid to the water at the beginning of the operation. If the solution is too thick, it may be diluted with water, which has been previously boiled and cooled. A larger quantity of glycerin will prevent drying out of the solution.

2. White dextrin—175 grams is allowed to soak in cold water, 250 grams of boiling water added, the mixture boiled five minutes, and 30 grams dilute acetic acid, 30 grams of glycerin and a small quantity of oil of cloves added.

3. Two aqueous solutions of 200 grams light colored or white dextrin, and 150 grams gum arabic, respectively, are prepared and mixed, 5 grams glycerin, 10 grams sugar and ½ gram salicylic acid dissolved in 85 grams of water are then added, and the whole filtered through cellulose.

4. Four hundred grams of coarsely powdered dextrin are dissolved in 600 grams of water, 20 grams glycerin and 10 grams glucose added, and the mixture heated to 90 degrees C.

5. Four hundred grams dextrin are stirred up with a small quantity of water, and 200 grams more of water added, 20 grams glucose and 10 grams aluminum sulphate are added and the mixture heated to 90 degrees C. in a steam bath. The mass, which at first was thick, becomes thin and transparent.

The last two methods yield a product well adapted to the gumming of labels, though the product, according to method 1 is still better.

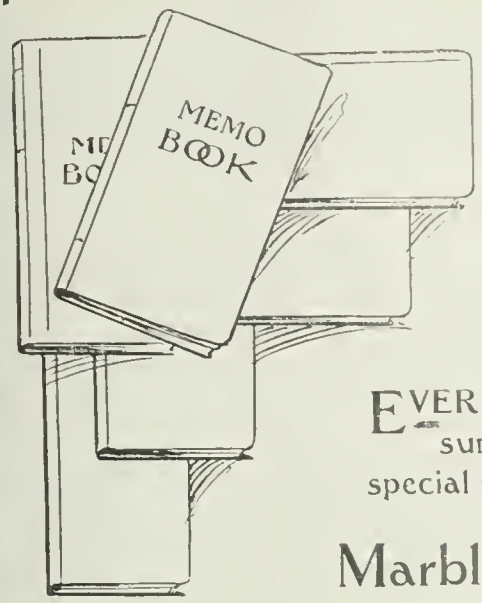
6. Two parts of dextrin, 5 parts of water, 1 part acetic acid and 1 part alcohol are heated together, until complete solution takes place.

7. One hundred parts of glue (of the kind used by gilders) are dissolved in 200 parts of water, and 2 parts of shellac, dissolved in 10 parts of alcohol, are added. A solution of 50 grams dextrin in 50 parts water is prepared, with the aid of heat, and added to the mixture, of glue and shellac. The liquid is strained into a flat dish, and allowed to solidify. When required for use a piece of the required size is broken off the mass and melted, with the addition of a little water, if necessary.

8. Ten parts dextrin are stirred with water to a thick paste, then warmed over a slow fire, and 25 parts sodium salicylate added.

THE MIDDLEMAN.

In the full sense of the term, transporters and traders are as truly producers as miners, farmers or manufacturers, since the transporting of things and the exchanging of things are as necessary to the enjoyment of things as is extracting, growing or making. . . . And not the least important of the functions of the trader is that of holding things in stock, so that those who wish to use them may be able to get them at such times and places, and in such quantities, as are most convenient. . . . The profits of traders and "Middlemen" may sometimes be excessive, but they are in reality based upon the performance of services in holding and distributing things as well as in transporting things. . . . So when I go to a druggist's and buy a small quantity of medicine or chemicals, I pay many times the original cost of those articles, but what I thus pay is in much larger degree wages than profit. Out of such small sales the druggist must get not only the cost of what he sells me, with other costs incidental to the business, but also payment for his services. These services consist not only in the actual exertion of giving me what I want, but in waiting there in readiness to serve me when I choose to come. In the price of what he sells he makes a charge for what printers call "waiting time." And he must manifestly not merely charge "waiting time" for himself, but also for the stock of many different things only occasionally called for, which he must keep on hand. He has been waiting there, with his stock, in anticipation of the fact that such persons as myself, in sudden need of some small quantities of drugs or chemicals, would find it cheaper to pay him many times their wholesale cost than to go further and buy larger quantities. What I pay him, even when it is not payment for the skilled labor of compounding is largely a payment of the same nature as, were he not there, I might have had to make to a messenger. . . . What "Middlemen" do is to save . . . this trouble and expense; and the profits which competition permits them to charge in return are infinitesimal as compared with the enormous savings effected—are like the charge made to each customer for the cost of the aqueducts, mains and pumping engines of a great system of water supply as compared with the cost of providing a separate system for each house.—Henry George, (Nat. Druggist.)



MEMORANDUM BOOKS

EVERY style of a memorandum book under the sun we can supply, but the lines we pick for special mention here are

Marbleoid Note Books

all pocket sizes—some plain memo rulings—some dollars and cents—open at the end or side; glazed semi-stiff Black and Green Marble cover, very attractive and quite new. A splendid display case given with a sample gross of twelve kinds, all to retail for five cents.

Turkey Leather Series

Rulings and sizes to suit everyone—made of fine serviceable paper—neatly bound in genuine leather—a style of book that is a pleasure to handle. The Turkey series is the quality series in memo books, and will contribute an important "Staple" to any stationery stock. Suppose you put in a little line of them—or add to the lines you have to-day.

Made in Canada by

Warwick Bros & Rutter
Limited

Toronto

TOBACCO NOVELTIES AND GOOD WILL.

Tobacco novelties as a medium for personal appeal are being used to a larger extent than ever before, says the Tobacco World. This was illustrated recently in the case of a Western firm introducing their product. It was a comparatively easy matter to get firms to use their goods, but it was practically impossible to be sure that they would be continued in use.

It remained for a wise specialty advertising expert to point out to this concern that what was necessary in addition to introducing their goods to prospective customers, and getting them to try them, was the securing of their good will. In other words, it was necessary to protect their ground so that when it was necessary to place another order their product would be specified. The specialty advertising expert further pointed out that the average man back of the purchasing agent would resent an offer of a deliberate bribe, but was susceptible to an adroit personal appeal.

So a small tobacco pouch of undressed calfskin was selected as the medium for making this personal appeal. The wonderful success which followed testifies to the effectiveness of such methods of securing the much-desired good will.

The salesman in the course of his talk with the manager of the firm visited would ask for his initials and home address. He explained his reason for the request by stating that the "house" was distributing a few souvenirs and he was anxious to have his best customers and future customers share in the distribution. The pouches were mailed along with a letter of greeting from the house, which, of course, called attention to the excellence of their goods.

This method not only put the salesman on a friendly footing with the managers, but it gave the concern a mailing list. From time to time they sent data and statements of tests made upon their goods.

The pouch selected was of a good quality leather and carried an advertisement on both sides. The majority of business men nowadays smoke a pipe, if not in the office, at least at home, and this distinctive little souvenir was welcomed everywhere.

The actual cost of the pouches was but a trifle as compared with the great "good-will power." The experience of this house is an example of what can be done by every enterprizing concern By the aid of judiciously selected souvenirs and salesmen, who never overlook the important consideration of impressing the prospective customer with the superior points of the goods, a firm places itself in the position where it does not have to go over the same old battlefield in securing re-orders.

So very many business men smoke that tobacco novelties are especially adapted for souvenirs. Another house recently used a pocket lighter for this work, although as a rule the average concern does not care to spend so much on the venture. Cigar cutters, cigar and cigarette cases, match boxes, match scratchers, cigar and cigarette holders, ash trays and dozens of other novelties of this variety are being used more extensively than ever.

Something quite elaborate in this line is being introduced by a Chicago novelty firm. It is a combined cigar case, humidor and advertising display stand. It is made of oxidized metal, the humidor consisting of two metal pans, with a perforated cloth between. Water flows by capillary attraction from one pan to the other and back again, and in that fashion provides the right amount of moisture. The humidor is hidden from sight by the display card which covers the entire front. That firm is now introducing their new novelty to the tobacco manufacturers and jobbers of the country.

Some enterprising cigar and cigarette manufacturers have been distributing really beautiful electric light chandeliers of colored glass. The name of the maker's brand blazes forth on each customer as he enters the store. To any man who is hesitant on what brand to try this lighted chandelier is very apt to "speak the final word" and clinch the sale. This is a particularly fine stroke of publicity advertising.

GET READY FOR THE HAY FEVER BUSINESS

This month and the next will bring in a lot of prescriptions for the hay-fever patient. There is no gainsaying this fact. In hay fever we have a malady which medical science combats with more or less success, but seems unable to vanquish. Indeed, it is commonly remarked that the disease is becoming more widespread, gaining new victims every year, and, for the most part, holding tightly on to the old ones. Fortunately for the poor sufferers there are efficient paliatives. We note a list of them in the current medical announcements of Parke, Davis & Co. They are the widely used Adrenalin preparations– Solution Adrenalin Chloride, Adrenalin Inhalant, Anesthone Cream, Anesthone Inhalant, Anesthone Tape, etc. These three solutions are used for spraying the nose and throat, Anesthone Cream for snuffing into the nostrils, Anesthone Tape for packing the naval cavities. All are tried and proved agents, and all have their adherents among the medical profession. In view of these facts it would seem the part of wisdom for every druggist in localities where hay fever is prevalent to procure at once a reasonable supply of these products.

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Excise Drawback on Export Orders

ROBINSON'S ORIGINAL Concentrated Waters

Standardised to B. P., 1898

When diluted in the proportion of one part to forty parts of water at 60° temperature, they faithfully represent the Medicated Waters of the British Pharmacopœia. They are always of uniform strength, and will keep good any length of time in any climate.

Aqua Amygd, Amar Conc. (U.S.)	96c per lb	Aqua Fœnicili Conc.	96c per
" Anethi. Concent	96c "	" Menth. Pip. Conc.	96c "
" Anisi, "	96c "	" " Ang "	$1 44 "
" Camphoræ, "	96c "	" " Viril "	96c "
" Carui, "	96c "	" Pimentæ "	96c "
" Cinnam. Ver. Conc.	$1.44 "	" Pulegii "	96c "
" Cassiæ Conc.	96c "	" Rosmarini "	96c "
" Flor Aurant.	$2.04 "	" Rosæ "	$2.04 "
" " Sambuci Conc.	2 04 "	" Virgin	2.52 "

The above may be had in ¼ lb., ½ lb. or 1 lb. Bottles and upwards through most of the Wholesale Drug Houses

SUPERIOR ORANGE WINE (Vin. Aurantii, B. P. 1898)

B. ROBINSON & CO. LIMITED
Distillers and Brewers of British Wines
PENDLETON, MANCHESTER

"Every Coat we turn out a Winner"

Druggists & Dispensers' Coats

Your personal appearance will be improved by wearing our made-to-measure coats thoroughly shrunk. We have a large variety of styles and strictly washable materials.

Cut shows Style No. 18,
made from any material desired

Write for our swatch card showing styles, materials and prices, free upon request. We can fit you by mail very nicely.

Free Delivery in the United States and Canada

Address:
WEISSFELD BROTHERS
115 Nassau St., New York

FOR OVER HALF A CENTURY

BROWN'S BRONCHIAL TROCHES

Have been recognized throughout the world as a staple remedy for hoarseness and coughs.

A preparation of simple medicinal substances held in general esteem in the treatment of throat affections caused by cold or exertion of the vocal organs.

The Troches are effective in disorders of the throat and larynx, and an invaluable aid to speakers and singers for allaying hoarseness and irritation of the throat.

To sufferers from Lung Troubles, Bronchitis and Asthma, they afford great relief. Warranted free from opiates or anything harmful. In boxes only; never sold in bulk.

BROWN'S BRONCHIAL TROCHES

Advertising matter sent free to Druggists upon request

John I. Brown & Son, Boston, Mass.

Turn Into Money

Your slow and doubtful book accounts—Hand them to the Collection Dept. of THE MERCANTILE AGENCY

R. G. DUN & CO.
70 Bay Street

The Collection Service, which has been proved most satisfactory by all users of it is

Open to Reference Book Subscribers.

Subscription and Collection rates on application.

OVER SEVENTY YEARS RECORD OF EFFICIENCY.

BRITISH MAGAZINES AND BOOKS

If you are interested it will pay you to communicate with

Gordon & Gotch (Canada) Ltd.

132 Bay Street, Toronto

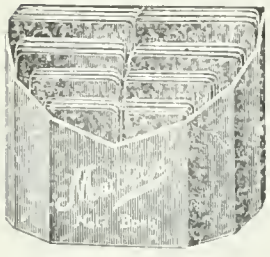
RIGHT PRICES. BEST SERVICE.

When visiting the Exhibition we invite you to call at above address and see our stock.

Fancy Goods and Stationery

DISPLAY YOUR GOODS.

Try some line that has not been shown to your trade, and watch the results. Here is a new line of memo books, put up in a very attractive display case, assorted sizes by Warwick Bros. & Rutter, Limited. This firm evidently does not want its goods to stay on the shelves.



A HOME-MADE FILTER SHELF.

This can be easily built by selecting two wide boards about eighteen inches wide and about four feet long. These are fastened to the wall in an out-of the-way place; the bottom shelf is about fifteen inches below the top one and has no holes cut into it, because it is used only to set the receiving vessels on. The top one has several circular holes of different sizes cut into it to hold different sized percolators and funnels.

This shelf is superior to the ordinary filter and percolating rack because it is free from jar and makes an ideal place to keep funnels and percolators when not in use. A vacant corner of the laboratory is a very adaptable place to build this shelf. Of course a coat of paint adds wonderfully to its appearance.

THE LOOSE RING NOTE BOOK.

Druggists who handle stationery will be specially interested at this time of year in Loose Leaf School Supplies, which are fast supercceding the old style bound books. The loose Ring Note

Book shown here is one of Buntin, Gillies & Company's lines. Composition books, memorandum books, etc., are also being shown by them.

GIFTS FOR OPENING DAY.

On this occasion it is sometimes appropriate to celebrate by presenting to each customer some gift or souvenir. Pharmacists have been known to expend large sums of money for this day when at times it's unnecessary. Many manufacturers of soaps, candies, perfumery, toilet preparations, and even patent medicines, are glad to supply pharmacists with samples for this occasion. These may be placed on a large table in the center of the store and one or more samples given to each customer. If the opening day has been extensively advertised and several thousand visitors are expected, many manufacturers are willing to furnish a demonstrator to give out the samples.

CONSERVATION.

Under the above title a four page bulletin has recently made its appearance, and will, we understand, be published eight months in the year. The bulletin is published by the Commission of Conservation, Ottawa, and is intended to supply the press and public with information regarding the objects and work of the Commission. Those who are responsible for its publication, are to be congratulated, not only on its appearance, but for the information it contains which is of an unusually edifying character.

GLEGG'S NASAL LOTION.

Sodium chloride	6 grams
Sodium sulphate	2 drams
Sodium phosphate	2 drams
Sugar	14 drams
Thymol	3 grains
Menthol	3 grains
Water, enough to make	6 ounces

THE USE OF TOBACCO.

According to one of our foremost medical journals, we are now able to smoke with absolute immunity from poisoning, that is so far as certain brands of cigars and cigarettes are concerned. The announcement coming from such an authorative journal as "The Lancet" will no doubt be apreciated by the inveterate smoker, and to the man who has hitherto smoked a pipe, it will be an inducement to resort to Havana cigars and Egyptian cigarettes. From a recent inquiry instituted by The Lancet, it was found that the pipe yields a greater proportion of its nicotine to the smoke which reaches the mouth of the consumer, than either the cigar or the cigarette.

DISINFECTING TOOTH BRUSHES.

The sale of tooth brushes is a regular and profitable part of the druggists business, and he can add to this profit by the sale of various dentifrices either as a liquid dentifrice, as a tooth paste, powder or soap. However, few druggists have given thought to the care of the tooth brushes once they are sold to the customer beyond advising that the brush be soaked in water before using when new; yet there is a possibility for the very profitable sale of preparations for disinfecting and sterilizing tooth brushes after use that can be worked to advantage by any druggist who takes the trouble to do so. It has been proven by actual experiments and bacteriological tests that the average tooth brush is a dangerous weapon instead of being the beneficient cleanser that all suppose it to be, and numerous cases of absess of the gums, pyorrhoea, caries and other affections of the teeth, gums and mouth have been directly traced to the use of infected tooth brushes. The tooth brush is used at least once a day in connection with some dentrifice, carelessly rinsed off and put aside until the next using; meanwhile the bacteria lodged in the bristles multiply on the animal and vegetable matter removed from the mouth, and in many cases even on the dentifrice used, consequently a too vigorous use of the brushes, that causes a break in the skin or mucous membrane, may allow the entrance of germs into the tissues that may cause serious results. Every druggist when selling a tooth brush should call the attention of his customer to this possibility and tactfully urge the purchase of a disinfectant that will cleanse the brush, destroy any bacteria present and make it sweet and wholesome for use each time.

The average person to-day who reads daily in his or her newspaper of germs and bacteria can be easily convinced of the necessity of using a disinfectant for the tooth brush, if the matter is properly presented by the druggist; then the next step is to offer an effective disinfectant at a reasonable price. Of all substances tried, trikresol has given the best results, and a solution of this appropriately flavored and disguised in taste and odor can be made cheaply and sold at a profit at a small price. Formaldehyde has been tried, but has the double disadvantages of affecting the bristles of the brush, and that brushes disinfected by it retain its pungent and irritating qualities. Carbolic acid is only slightly effective, and it coagulates the albuminous matter usually retained on the bristles after use in the mouth, and must therefor be used in solutions so strong as to be offensive. Trikresol, which is universally used as a preservative for serums, has none of these disadvantages and its solubility also adds to its utility. It is effective as a disinfectant and sterilizer of tooth brushes in even a one per cent. solution; a few minutes immersion in a solution after rinsing the brush in clear water sufficing to render it antiseptic. As a widely advertised preparation has recently been put on the market for which remarkable properties have been claimed as a disinfectant of the mouth and teeth, it would seem that the druggist who directed the attention of the purchasers to the necessity of keeping their tooth brushes clean, as well as the mouth, might profitably prepare and sell a preparation containing trikresol for sterilizing these after use. Trikresol may be obtained from wholesale druggists; it is not expensive, and the addition of aromatic oils, such as the oils of peppermint or wintergreen, would mask its taste and odor. The preparation could be made so that a few drops added to half a glass of water would produce the desired sterilizing effect.

Trikresol is a natural mixture of para-, ortho- and meta-cresols, and is soluble in about forty-five parts of water and is freely soluble in alcohol, hence a preparation containing it can be made by the use of dilute alcohol, adding essential oils to mask the taste and odor. It is effective as a disinfectant and germicide in ½ to 1 per cent. solutions, and for sterilizing toothbrushes, etc., may be used in still greater dilution. A formula for a trikresol preparation to be used for sterilizing tooth brushes and as a mouth wash may be made as follows:

TRIKRESOL DENTAL DISINFECTANT.

Trikresol	10 Cc.
Oil of peppermint	1 Cc.
Oil of wintergreen	2 Cc.
Oil of rose geranium	1 Cc.
Alcohol	75 Cc.
Water	25 Cc.

Dissolve the trikresol and oils in the alcohol, add the water in small amounts with constant shaking. Filter if not perfectly clear.

Directions for use: Add five to ten drops to a tumberful of water, stir and immerse the toothbrush in the liquid for ten or fifteen minutes. The same proportions may be employed for use as an antiseptic mouth wash. The use of oil of rose geranium in any dentifrice containing carbolic acid, trikresol or similar compounds serves a double purpose: it adds a distinctive flavor and odor to it and its agreeable taste remains in the mouth to mask the taste of the chemical. The above is suggested as an appropriate label for a preparation of this character.—American Druggist.

A peculiarity about a fool is that he will work harder for nothing than he will for wages.

Photography

CANADIAN NATIONAL EXHIBITION.

PAINTINGS, MODELLING, PHOTOGRAPHY, WOOD CARVING, ETC.

Entry Fee: 25 cents for each entry.

1. Exhibits must be delivered not later than Friday, August 23rd, in order that they may be properly arranged and hung before the opening of the Exhibition.

2. All work must be original and the production of the exhibitor and bear the artist's signature. Evidence of originality to be furnished by the exhibitor whenever required by the Judges or the Committee. No copies will be accepted.

3. No competitor is allowed to make more than one entry in each section, but may enter in each section of each class.

4. No work previously exhibited at this Exhibition will be accepted for competition.

5 Amateurs are understood to be those who do not paint or teach or design for a livelihood or for profit, or habitually sell or offer for sale their productions; and who have not at any time heretofore done so.

6. Amateur photographers are to be understood as those who do not habitually sell or offer for sale their productions, and who have not at any time heretofore done so.

7. Exhibitors will not be allowed to accompany the Judges when they are examining the exhibits, or to attempt to influence them in any manner in their decisions.

8. All exhibits must be framed or mounted on cardboard.

9. Exhibitors who cannot deliver their exhibits, may send them by express, prepaid, addressed to the Superintendent of the Fine Arts Department, Exhibition Grounds, Toronto, at the same time send notification of the shipment. Attach entry tickets securely to each exhibit.

10. All works entered for exhibition in this department are subject to the approval of the Selection Committee, whose decision shall be final

11. The Committee reserves the right to refuse any work not considered of sufficient importance to be exhibited.

Entries close August 15th.

The Eruption of Mount Vesuvius is to be the feature number of the fireworks program at the Canadian National Exhibition. It will be an exact reproduction of one of the periodical outbursts of the world's most famous volcano.

"Good Store" Postals

Post Cards "Different," totally "Different," exeept in price—that we find mostly the same—the difference being mainly the fact that these "*Different*" Cards have a meaning—a purpose—a character—a valne—that are merritorious and advantageous to your store.

Postals with a "sentiment"—a "bit of unusual humor" or pictorial with a girgle that's pleasing. If you're discontented on the Post Card business, better get next—it's the fault of the cards, not the buyers. Try "*Good Store*" Postals—the "*Sutcliffe Sort*" will correct the fault.

Prices mostly the same—yes, except where the posters are the same, then our prices seem to be lower, but the cards are rarely the same—you'll admit it.

Decent Cards without "Cuss" words or "Suggestiveness." Send in an open order—you're losing MUCH, we a "*LITTLE*". If you can't think as we think about them, send any series or all back at our expense—that's the guarantee we put behind our open order to introduce the Cards.

References from new accounts facilitate promptness. Name the amount. $26.25 permits us to send you a tidy small assortment of 2 for 5c and 5c sellers.

Valentines, Easters, St. Patrick

—AND—

Special Day

Catchy Card Creations

If you're looking for tidy lines of the above in what's novel and new and "retailable," wouldn't it be to your advantage and ours to get in touch. We'll do our part. Will you do yours?

IT'S WORTH WHILE!

The Sutcliffe Company

Canadian Distributors for Publishers of

"THINGS DIFFERENT" in "LIKELY THINGS"

77 YORK ST., Nordheimer Building TORONTO

TRADE MARK

TUCK'S

By Appointment.

Calendars
Christmas Cards
Christmas and
New Year Post Cards
Painting Books

Juvenile Gift Books
Christmas Letters
Christmas Tags and
other Gift Dressings
Toy Books in Paper and Linen
Mechanical Toy Novelties

Raphael Tuck & Sons Co., Limited
9-17 St. Antoine Street, Montreal
New York, Berlin, London, Paris.

The Soda Fountain

FORMULAS FROM VARIOUS SOURCES.

CHARLOTTE SUNDAE.

Into a large silver sundae cup set a large charlotte russe. With a soda spoon on one side place a liberal spoonful of vanilla ice cream. On the other two sides do the same with chocolate and strawberry ice cream. Top with a maraschino cherry.

ORIENTAL SUNDAE.

In a college ice or sundae glass place a cone of vanilla ice cream (size 10 to the quart); add a ladlefull of crushed Hawaiian pineapple, top with a creme de menthe cherry, and add a teaspoonful of ground pistachino nuts. This sundae sells for 10 cents, and is a favorite with the trade.

GINGER ALE COBBLER.

Dissolve 1 teaspoonful of powdered sugar in a small amount of carbonated water, add a large slice of pineapple, fill the glass (12-ounce size) with shaved ice, pour on as much ginger ale as the glass will hold, decorate the fruit and serve with straws.

DUSKY DOODADS.

On a small platter place two cones of chocolate ice cream, and pour over them some chocolate dressing. Sprinkle with grated wafers, and top with two cherries.

APOLLINARIS LEMONADE.

Squeeze the juice of one lemon into a tall soda tumbler, add about a half a tablespoonful of powdered sugar, and fill the glass with apollinaris water. Dissolve the sugar by stirring, or you can shake it up in a shaker, but the former is probably the better method in this case. Garnish the drink with sliced lemon, red cherries or other decorative fruit. If lemons are running large and juicy, half a lemon will sometimes suffice. It depends largely on the size of the lemon and the size of the glass, but do not skimp.

FAIRY FOOD (OR FAIRY CREAM).

Strawberry jello in round flat moulds (kept in jars on ice); vanilla ice cream. Top off with whipped cream and Hawaiian pineapple beaten together. The strawberry and pineapple blend finely together and make an attractive dish.

CHARLOTTE SUNDAE.

Into a large salver sundae cup set a charlotte russe. Around this place a liberal spoonful each of vanilla, chocolate, and strawberry ice cream. Top with a cherry.

PINEAPPLE LEMONADE.

Squeeze the juice of one lemon into a soda tumbler, add about one and one-half ounces pineapple syrup, shaved ice, and fill glass with soda. Garnish with sliced pineapple.

OLD FASHIONED LEMONADE.

There is no better drink than plain, old-fashioned lemonade, made up in quantity. You can make it up a glass at a time, if you wish, but it is decidedly better if made up in quantity. Squeeze your lemons, add plain water, and sweeten to taste. We should remember that many people do not care for carbonated water or carbonated drinks of any kind. Put your finished lemonade in large bottles and place them on ice for an hour and you will improve the beverage. Then place your lemonade in a bowl, with a small block of ice; not too much ice, or as it melts, it will weaken the beverage. Put up a big placard: "Lemonade like mother made."

FRUIT PUNCH.

Prepare a syrup as follows:
Strawberry syrup,
Orange syrup,
Pineapple syrup..... ....equal parts of each.
Use 1½ ounces of this syrup to a 12-ounce glass filled one-third with finely shaved ice, then fill the glass with the coarse stream of carbonated water, add a few strawberries, a slice of pineapple, and a slice of orange, and serve with straws.

EGG PEACH.

Two ounces peach syrup, two ounces cream, add one egg, some shaved ice, and shake. Strain and fill glass with plain soda, using fine stream freely. This makes a rich drink.

EGG VANILLA.

Two ounces vanilla syrup, two ounces cream, add one egg, some shaved ice and shake. Strain and fill glass with plain soda, using fine stream freely. With vanilla, coffee, and chocolate, plenty of cream should be served and not so much soda as in sour drinks.

RASPBERRY LEMONADE.

Into a tall glass squeeze the juice of half a lemon (or a whole lemon, if small), add ½ ounce of raspberry juice, and sweeten with powdered sugar. Use plenty of cracked ice and fill the glass with either plain or carbonated water, as the customer may prefer.

YELLOW MERCURIC OXIDE OINTMENT.

Mr. Henry J. Dusterberg, read a paper before the Hamilton County Branch of the O. S. P.A., on the preparation of "Yellow Oxide Ointment" giving the following formula which has been found satisfactory :

Yellow Mercuric Oxide (freshly prepared).....	10.0
Distilled Water, Q.S.	
Hydrous Wool Fat...	25.0
Soft Petrolatum Q.S. ad.....	100.0

Prepare the Yellow Mercuric Oxide by using 13 gm. Cor. Chlor. Mercury and 5 Gm. Sodium Hydroxide following the directions of the U. S. P. Be sure that all traces of Chloride are removed by washing with warm Distilled Water until the washings, when poured on Mercuric Chlor. Test Solution U. S. P., no longer produce a yellowish turbidity at the line of contact of the two liquids.

Allow the precipitate to drain, transfer to a mortar, glass or porcelain preferred, and triturate while still in a moist condition or add a very small amount of distilled water to make a thin paste, then add the Hydrous Wool Fat, triturating until a perfectly smooth mixture results and gradually incorporate the petrolatum and mix thoroughly.

This makes a 10 per cent. Ointment and is a very stable product, and can be made weaker, as ordered, which is usually a 2 per cent. ointment for the eye (by adding Chesebrough Vasaline) instead of the uncertainty of the petrolatums on the market.

You now have a preparation, when carefully made, which is entirely free from grit and causes no irritation when used in the treatment of Conjunctivitis Blepharitis or in the massaging of the eye in Corneal Opacities.—Midland Druggist.

DRUG CLERK ADVICE.

Advice is cheap, says a recent article in the "Journal of the N. A. R. D." because so many people are willing to offer it. We may even say that a great share of the advice generally offered the drug-clerk is good advice, too, if the various viewpoints are considered.

For instance, one successful druggist may offer the advice that a clerk should never start a new store until he has sufficient money to pay all bills and have some money left. Another will advise you to make sure of your location and go into debt for your purchase (or for a large part of it), if need be, and not lose the opportunity. A third will advise you to become a partner of a druggist with an established business, and so on.

Now, this may all be good advice ; still, you can't do all three things. You can only do one. Upon your selection may depend your future success. What will you do ? Are you going to trust to luck and do what looks the easiest to you, or are you going to do some thinking upon the subject ?

If you are at all alive to your own interests, you will do some hard thinking, of course. You will pick each proposition to pieces and find out what it has of value to you. This is your way of making use of advice, and that is the reason we say that a great share of the advice offered drug clerks is good advice. The advice has undoubtedly proved good in each particular and individual instance, but of course it will not apply to each and every case.

If a clerk will attend strictly to business and do his very best for the store in which he is clerking, he will soon (unconsciously as it were) become possessed os such a lot of common sense that he will not need much advice of any kind, and when he does need any, his common sense will quickly enable him to separate the good from the bad as it applies to his case.

There is one thing that a good many clerks seem to overlook, says "Notes," and that is that your employer engages you "to make money on your labor."

While the comparison may be odious, it is a fact nevertheless that an employer must make a profit on his help the same as he does on his sales, otherwise his business goes down hill. This is obvious. If the employer can make no profit on his clerk, he would be foolish to keep him.

It is a simple calculation in aritmetic for every clerk to make thus : If your employer is forced to pay more for your services than you can earn for him, he is losing money. If he pays as much as you earn, he makes nothing. If he pays less than you earn, he makes something. Therefore it is up to the clerk to earn more than he is paid, otherwise he cannot expect the store to profit by his services.

SOLDER OR CEMENT FOR FASTENING BRASS TO TIN.

To 20 parts fine, reduced copper add sufficient sulphuric acid to make a stiff paste. To this add seventy parts of metallic mercury, and work in, at the same time applying heat until the mass assumes a waxlike consistency. Warm or heat the plates to be united to about the same temperature, apply the mixture, hot, to each, then press together, and let cool.

Give a reckless man rope enough and he will pawn it for a drink.

MAKING THE BEST USE OF A DRUG STORE AND SODA FOUNTAIN.

By J. A. W.

Some druggists are satisfied with handing out ice cream over the counter. Others are a little more business like and go to the expense of installing seats at their counters; while others, not satisfied with the unsightly row of seats, arrange a snug corner in their store, where people can enjoy a dish of ice cream in comfort. Now, there is no doubt whatever that the man who serves ice cream, plus a little comfort, will get the business, even if it costs the customer more.

THE PALM GARDEN.

When a motorist or a party of people out for a walk call in to get an ice cream, they usually need a rest, a little comfort, and ice cream, and not one without the other.

The accompanying illustrations will show what can be done in a drug store. Although it would be impossible to carry out this idea in the majority of drug stores, there are a great number of druggists who could do something similar on a small scale.

The store illustrated is the Ferrah Drug Co., corner Bathurst and Bloor Sts., Toronto, and it is unquestionably a great credit to the firm. Hidden away at the rear of their drug store, and with no entrance save through the store, are palm gardens of rare beauty and comfort, one in mission style, bringing to mind a convent garden of old Spain; another in a modified Japanese type, and a third in old English.

Palms and growing plants, electric lights hidden in foliage, cosy corners, and an abundance of greenery make this an ideal place in which to have refreshment or meet one's friends. A feature of this store is cleanliness and dainty service. It is known locally as the rendezvous for autoists.

FEATURE SOMETHING.

"I find it a good idea to feature something," said a retail druggist at a recent gathering. "If your soda counter looks like every other soda counter, you have no advantage. If people come in and call for lemon, vanilla, or chocolate, you serve it, and that's about as far as you go. I run a hotel drug store, and some of the boys began drinking buttermilk. I featured it and now a lot of people drink buttermilk because they like it, and a great many more drink it because it is a popular fad in that neighborhood and not because they like it. It all helps business."

Now, this druggist has hit upon a great business truth. If you can get a fad of this kind started it is always a great business help. This man features his buttermilk by having a large ornamental bowl placed in the center of his soda counter and kept constantly filled with crushed ice. In this crused ice are buried numerous stone mugs or steins. He advertises as follows: "BUTTERMILK IN COLD STONE MUGS, 10c." That kind of a placard hits the populace a jolt when the sun is waxing hot. It looks cool and sounds cool, and the drink is cool. Buttermilk is a good drink in itself. This catches a large class. It is not on sale in so very many places; in some towns it is not on sale at all. Therefore it is "different;" this catches another class. And then when buttermilk drinking gets to be a fad among the young bloods, you catch still another

THE WISTARIA ROOM

class. When you are catching as many classes as this, you have got something good.

There used to be a druggist in an eastern city who featured sweet cider. He had a big trade among young clerks and newspaper men. It got to be a fad to drink cider at the drug store, where the druggist served it in a cold mug.

MADE IN CANADA

Caustic Soda 75-76-77%

Bleaching Powder 35-37%

(WINDSOR BRAND)

The Canadian Salt Co., Limited

WINDSOR - ONTARIO

THE NICHOLAS CHEMICAL CO., Limited

(Selling Agents for Canada)

Pepto-Mangan (Gude)

(Reg. U. S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

THE OLDEST THE BEST

ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

Specially Suitable for the Canadian Climate

BEETHAM'S

La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Winds, Sun and Hard Water, and prevents Roughness, Redness, Irritation, Tan, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. It Will Keep the Skin in a Perfect condition all the year round.

It is a Perfect Protection to the Skin during All Summer Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England

(Through Any of the Wholesale Houses)

Mustard Plasters

"RUEFF"

renowned all over the world for 45 years, in any packing and of any grain at reasonable prices.

Just as reliable as the French Brands

INHALERS always eady for use, tbe carried in theo pocket.

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JULIUS RUEFF

PFUNGSTADT (Hessen) GERMANY

ESTABLISHED 1867

SAL HEPATICA

REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
Large	" "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

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LYMANS, LIMITED, Montreal

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Do you want Window Letters?

—WRITE—

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GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

Through Jobbers

BRISTOL-MYERS CO.

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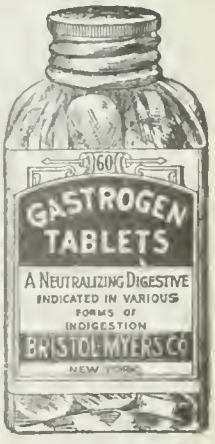


Optical

EASY CASES AND HARD ONES.

We do not hear so much of the easy cases and the hard cases as we used to ; for the optometrist has become more and more competent as the years have passed, until there are no longer those very difficult cases which only oculists and atropine were supposed to be able to conquer. It is true there are cases which can be refracted in a short time, and there are others that take longer but the skillful modern optometrist does not have to depend on the opinions of the patients in the tests as he used to, for he has learned how to use the little mirror with a hole in it. Even the subjective tests with the trial case lenses can be made to give results in many more cases than used to be true ; and all this as the result of skill in their use. The modern method of making a test is distinctively a routine one, one which is applied to almost every case that comes, and which brings definite results. In every case the optometrist knows that he has made the examination correctly and that he has found the full correction for distance ; and if he adds the dynamic tests for near he has also discovered whether the accommodation is doing its work properly and without strain. On the whole the number of dificult cases has decreased very greatly, not because they are not so numerous as ever, but because, as an American writer suggests, the optometrists have learned how, through skill, to work them out.

IMPROVEMENTS IN SPECTROSCOPES.

Messrs. H. Hartridge, and R. L. M. Wallis, have devised a novel construction of spectroscopes, its principal object being to increase the accuracy with which lines or bands in the spectrum may be measured. This is obtained in its simplest form by the employment of two collimators which replace the usual one, these being so arranged in relation to the grating or prism systems that two similar spectra are obtained simultaneously in the field of the eye-piece. These spectra are, however, arranged to be reversed in direction, so that the red end of one corresponds to the violet end of the other, the orange to the blue, the yellow to the green. But by moving the slits vertically or by suitably placed screens the spectra may if required be adjusted so as to lie side by side without overlap.

Now, by moving the one collimator in relation to the other, these two spectra may be shifted so that similar wave lengths may in turn correspond in each, and thus a measure of their positions in the spectrum be ascertained.

THE DRUGGIST AND HIS CLERK.

"All men are born free and equal," are the first words of the Declaration of Independence, written so many years ago, and which holds good the same to-day as it did then, says G. P. Lichthardt, in the Drug Clerk's Journal.

Acting under this axiom, is not the relation between the employer and employee a kind of partnership ? The one giving the business the capital necessary to establish it, together with his knowledge and time, and the other placing in the partnership his knowledge and time, and is entitled to as much consideration, less the value of the investment and payment of the business risk assumed, as is the man whose name appears as proprietor. By consideration is meant not the amount of money received each month, for the clerk's salary is fixed, while that of the proprietor usually is not, but in the matter of working hours and courteous and respectful treatment.

NEW TEST FOR DETECTING SUGAR IN THE URINE.

The defects of the usual tests for glucose in the urine are referred to by Dr. S. R. Benedict (Critic and Guide, XIV, p. 379). He offers a formula of a solution which contains sodium or potassium citrate instead of Rochelle salts, which is not appreciably reduced by creatinin, uric acid, chloroform, or the simple aldehydes. It can be kept indefinitely in uncolored glass or cork-stoppered bottles. The formula is as follows :

Copper Sulphate (Pure Crystallized)... .... 17.3 Gm.
Sodium (or Potassium) Citrate ...173.0 Gm.
Sodium Carbonate (Crystallized) 200.0 Gm.
(One-half the weight of the anhydrous salt may be used).
Distilled Water, to make... ....1000 Cc.

The citrate and carbonate are dissolved together (with the aid of heat) in about 700 Cc. of water. The mixture is then poured (through a filter if necessary) into a larger beaker or casserole. The copper sulphate (which should be dissolved separately in about 100 Cc. of water) is then poured slowly into the first solution, with constant stirring. The mixture is then cooled and diluted to 1 liter. In this method, instead of the reduced copper being precipirated as the red suboxide which obscures the end-point of the reaction, it is precipitated as cuprous sulphocyanate, a snow-white compound which rather aids the accurate observation of the disappearance of the last trace of the blue color.

ALWAYS.

Beyond question, tact in business holds customers, and courtesy grips like a vice. The real salesman realizes that he draws his pay from his customers, rather than from his employer.

Don't Order Your Show Cards

before you have seen

EINSON'S

New Spring Catalog

Now Out

A Complete and Artistic Book of Modern Showcardism

Cloth bound, containing over 200 half-tone illustrations, comprising the newest conceptions of hand-made show-cards in relief ornamentations, air-brush work fancy cut-outs, mat-effects, pictorial cards; also embossed and half-tone work, and a number of

Original Mechanical Window Attractions

$5000.00 worth of practical ideas and suggestions of modern store and window advertising.

Nothing Like It Ever Attempted Heretofore!

PRICE: $1.00.

We refund this amount on any purchase of $10.00 and over.

OUR BLANK SHOW CARD SERVICE will be especially interesting to window dressers and ticket writers, and will prove not alone a valuable adjunct to their own work, but will also improve their efficiency.

"EINSON"

Store and Window Signs, Show Cards

Price Tickets

Manufacturers of Original Mechanical Window Attractions

813 Broadway NEW YORK

AUTOMATIC SYPHON

which can be used for drawing off of Lye Acid, Acetic Acid, Hydric Chloride, Sulphuric Acid, Nitric Acid, Fluoric Acid, Chemical Solutions, Salammoniac, Benzine, Oil, Wine, Beer, etc., etc.

No sucking	**No evaporating**
No bubbling over	**No burning**
No breaking in pieces	**No funnel**
No overflowing	**No double filtering**

A pressure with one hand is sufficient. Thousands of Syphons are in use.

8 m/m sh 14/- = $3.50. 11 m/m sh 17/- = $4.22.
15 m/m sh 20/- $4.85.

F.O.B. every place in the Dominion of Canada where a post office exists.

TERMS—Payment in advance, or postal orders.

Sole Manufacturers:

Universa Trading House, Berlin-Steglitz 27, Germany

Grube's Method

For Complete Eradication of
TOE CORNS, SOLE CORNS, BUNIONS, CALLOUSES, SOFT CORNS, HEEL CORNS.
Kills the Seed. Leaves Smooth Skin.

One Drop Corn Remover

ADVISE no cutting with knife.
USE eraser to remove hard part. Rub well.

APPLY "One Drop," covering corn completely to kill seed of the trouble; cover it with tissue paper; peel it off third day.

RESULT a normal smooth skin. Put cotton between toes when soft corns.

PRICE 25 CENTS

When Properly Applied, Gives Relief In 3 Minutes.

EXCELSIOR CHEMICAL COMPANY, 3100 State Street, Chicago.

$1.50 per dozen. Quantity price on application. Ways and means with initial gross to assure disposal of goods. During 1911 one medium size retail drug store sent four orders of one gross each, giving a profit of $82.80 the first season of selling the article.

CRUSHED FRUITS—THE PROCESS OF MANUFACTURE AND STERILIZATION AGAINST BACTERIA, YEAST AND MOLDS.*

By O. J. Cloughly, St. Louis.

The principle involved in the manufacture of fruits, is to completely preserve the fruits without retarding their flavor and color, which can be accomplished without a great deal of trouble.

The practical application of preserving fruit dates back over one hundred years to Francois Appert's time; he was the first one to put up fruit in cans or bottles and hermetically seal them.

In Appert's time it was generally thought that the oxygen of the air caused the spoiling of fruit and he thought the exclusion of the air and the application of heat destroyed the ferments. In comparatively recent years the investigation of scientists have taught us that it is not the oxygen of the air but bacterial and other microscopic organisms that spoils or ferments fruits. Appert's theory was incorrect, but his method of preserving by sealing and heating was correct.

Scientists have found in their investigations that if food is perfectly sterilized and the opening of the jar is plugged with cotton, the fruit will not ferment, for the bacteria and yeast which cause the change cannot pass through the cotton. As bacteria exist in the air, soil, fruits, and, in fact, everywhere and although of such universal occurrence, the true knowledge of their motion and importance has only been gained during the last forty years.

The favorable conditions for the growth of bacteria are moisture, warmth and proper food, which is very readily found in fruit; hence the spoiling of fruit is caused by the development of bacteria, yeast or molds. Certain chemical changes are produced, as is shown by gases, odors and flavors.

Bacteria grows abundantly in foods containing a large amount of nitrogenous materials, and as fruits which we use for the fountain are slightly acid, and, in general, do not support bacterial growth, so we find that canned fruits are more commonly fermented by yeast, than bacteria, as yeasts thrive very readily in dilute solutions of sugar. Some fruits have so little nitrogenous substance that very few bacteria or yeast attack them. Rhubarb, lemons and other sour fruits belong to this class.

As temperature is a very important factor in the canning of fruit, it is also a very important factor in the growth of bacteria and yeasts. There are many kinds of these organisms, and each grows best at certain temperatures, some at a very low temperature and others at as high a temperature as 90 degrees C.; however most are destroyed if exposed for 10 or 15 minutes to the temperature of boiling water. Yeasts and their spores are more easily destroyed by heat than bacteria; hence fruits containing little nitrogenous materials are more easily protected from fermentation than nitrogenous fruits, in which fermentation is caused by bacteria.

Of course, it is impossible to know what kinds of organisms are in the fruits one is about to can, but we do know that most fruits are not favorable to the growth of bacteria and as a rule the yeasts which grow in fruits can be destroyed by heating 10 or 15 minutes at a temperature not over 100 degrees C., and if all the living organisms are destroyed and if the sterilization of all the appliances has been thorough and the containers properly and securely sealed, there is no reason why fruit should not keep with slight changes of texture and flavor from one season to another or longer, although canned fruits undergo change and deterioration under the most favorable conditions; but when the fruit which we use for the fountain is preserved with a large amount of sugar there is very slight chance of spoiling because the thick syrupy liquid is not favorable to the organisms, so the larger the percentage of sugar used, the less danger of spoiling.

There is one more organism which we have to watch and has given me some trouble, and that is molds. Everybody is familiar with molds, which under favorable conditions of warmth and moisture, grow upon most any kind of organic material. This is seen in damp warm weather when mold forms on all kinds of fresh and canned fruits.

Molds develop from spores which are always floating about in the air. When a spore falls upon a substance containing moisture and suitable food, it sends out a fine thread which branches and works its way over and into the attack substance. In a short time spores are produced and the work of reproduction goes on. In the first stage, molds are white or light gray and hardly noticeable, but when developed the growth gradually becomes colored.

Mold spores are very light and are blown about by the wind and deposited on utensils, tables, shelvings, etc., and are easily set in motion, and if one of these spores drop on a jar of fruit, it will germinate.

Molds do not ordinarily cause the fermentation of canned fruits, although they are the common cause of fresh fruit to decay, but in the canning of fruits it is important that the fruit is protected from the growth of mold, as well as the growth of yeasts and bacteria. This can be accomplished in the same way by sterilization, and

*Read before the Missouri Pharmaceutical Association

as an extra precaution take a piece of filter paper cut into disks the size of the top of the jars and when the jar is filled, dip the disk into brandy or alcohol and lay upon the fruit. This will destroy any mold spores that may be present.

Sterilization of Utensils—Scientists have taught us that mold, bacteria and yeast are in the water as well as on the food, and in the air, and as it has been seen that damage to fruit comes through the growth of these organisms, and that if such organisms are exposed to a temperature of 100 degrees C., life will be destroyed (some spores and a few existing bacteria are not destroyed at a temperature of 100 degrees C., unless exposed to a higher temperature for two or more hours, but as this would destroy the flavor, color and texture of fruits we use for the fountain, we can well afford to take the chance of only heating to 100 degrees C.), and as air and water, as well as food contains these organisms, all utensils used in the process of preserving fruits are liable to become contaminated with these organisms.

For this reason, all appliances as well as food must be sterilized. All utensils may be put into boiling water and boiled for 10 or 15 minutes; glass jars and covers should be put into cold water and heated gradually to the boiling point and boiled for 10 or 15 minutes. The jars must be taken out of the boiling water the moment they are to be used, one at a time and filled with the hot fruit: the work should be done in a well swept and dusted room.

The Kind of Utensils to Use in Preserving and Canning—Iron or tin utensils should not be used. The fruit acids attack these metals and give a bad color and a metallic taste to the product. The utensil should be of some substance that will not form troublesome chemical compound with fruit juices.

The containers should be broad or flat, rather than deep, as the fruit should not be cooled in deep layers. I would suggest Everwear Aluminum (my outfit cost about $12.00 and it will last a lifetime.) All that is necessary is one or two stew pans of different sizes, colander, large mouthed funnel, strainer, silver plated knife, wire basket, one or two long-handled spoons, a wire potato masher, a wooden rack, a large dish-pan or wash-boiler, straining cloths, towels, fruit grinder, wooden paddle, etc.

The Selection and Preparation of Fruit— The selection of fruit is one of the first steps in obtaining successful results. The flavor of fruit is not developed until it is fully ripe; but the time fruit is at its best for canning is just before it is perfectly ripe.

In all soft fruits the fermentation stage follows closely upon the perfectly ripe stage: therefore it is better to use under-ripe than over-ripe fruit. All fruits should, if possible, be freshly picked, and no imperfect fruit should be used. Bruised parts should be cut out of peaches and small fruits; such as strawberries, blackberries, and raspberries; those having a small portion of seed to pulp should be chosen. In real dry season, berries have a larger proportion of seeds to pulp than in wet or normal season.

When fruit is first obtained, put it where it will keep cool and crisp until you are ready to use it. If berries must be washed, do the washing before steming them. The best way to wash berries is to put a small quantity into a wire basket and pour cold water over them and let them drain well. If this plan is followed the fruit will not absorb very much water. Strawberries, blackberries, raspberries, cherries, pineapples, peaches contain plenty of juice without any water being added.

The quickest and easiest way to peal peaches is to place them in a wire basket and lower them into boiling water; at the end of three minutes lift them out and plunge the basket into cold water; let them drain a moment and then peel, and for the sake of the flavor put a few stones into the jar.

To keep peaches from coloring put them in a solution of lemon juice and water (a tablespoonful of lemon juice to a quart).

Canning Fruit—The success of canning depends upon absolute sterilization. If the proper care is exercised, there need be no failures, except in rare cases when a spore has developed in a can. There are several methods of canning, but the principle is all the same. One method might be more convenient than the other for some, therefore I will describe three methods.

1. Heating the fruit in the jars in the oven.
2. Heating the fruit in the jars in the boiling water or the water bath.
3. And heating the fruit in the kettle before it is put into the cans.

The latter is the process that I have used, because it is more convenient and quicker, although the heating in the oven should be preferred, as the fruit will retain its flavor and color better.

The Oven Method—Cover the bottom of the oven with a sheet of asbestos; prepare your fruit by cutting, grinding or mashing as you may prefer. Add to the fruit one-half as much sugar as fruit (or equal parts; the more sugar the less danger of spoiling), place this over a fire and stir until dissolved. This must be done at a low temperature; when the sugar is all, or nearly all, dissolved, fill the hot sterilized jars (which have previously been sterilized) and place them on the asbestos in the oven. The oven should not be too hot. Increase the heat and heat for 20

minutes or until you are sure the contents of the jar reaches a temperature of 100 degrees C.

Remove from the oven and securely seal; place the jars on a table, (not on metal or marble), out of a draft to cool. If you use screw top jars tighten the lids after cooling, as the glass contracts on cooling and the lids will be loose. Always be sure to use new jar rubbers, for if the rubbers are not soft and elastic the sealing will not be perfect.

The Water Vat Method—Prepare the fruit the same way as for the oven. Have a wooden rack in the bottom of the container, put in enough warm water to cover the rack 4 or 5 inches. Fill the jars with the fruit as above and place the covers on the jars loosely and put them on the rack being sure not to allow them to touch one another. This can be prevented by packing rags between them and around the jars to prevent them from striking when the water begins to boil.

Cover the containers and boil for 15 or 20 minutes, counting from the time the water begins to boil; remove the cover and when the steam passes away, tighten covers and set away out of a draft to cool. (A flat bottom wash boiler will answer the purpose very nicely.)

The Stewing Method—Prepare the fruit the same as for the oven and water bath. Put in the kettle with the sugar and slowly heat to a temperature of a fraction less than the boiling point, keeping the temperature at this point for about ten minutes.

Turn out the fire, taking a ladle and fill the jars full (which have previously been sterilized and still hot), securely fasten the covers and set aside to cool with the same precaution as for the other two methods.

I wish to call special attention to the fact that the amount of sugar to be used is immaterial. The more sugar used the sweeter and heavier the fruit and less danger of spoiling; and the less sugar used the more danger of spoiling, but the better flavor of fruit.

I find that fruit put up with 50 per cent. sugar will taste more like the fresh fruit and also retain the fresh fruit odor and color better, and my general formula is fruit 100 parts and sugar 50 parts.

I have found this to be highly satisfactory for pineapples, strawberries, peaches, cherries, blackberries and raspberries.

The many attractive preparations now manufactured by E. G. West & Co. place them in the front rank, not only as wholesale druggists, but in very deed manufacturing chemists. Their Royal Crest Lime Juice, their Egg Preservative and their Westco Specialties are now standard.

TRADE COMMON SENSE.

1. To promise to have medicine ready or a desired article on hand at a certain time and to fail—is to disappoint a customer and to undermine faith in future promises. Having once given a promise, spare no pains to fulfil it.

2. To leave a recipe desk, or a delivery counter cluttered for one moment is to invite confusion and error. At all times should the decks be kept cleared for action when not in actual use.

3. To leave drawers partly pulled out, rather than snugly pushed in, is to show every one that you are careless regarding the cleanliness of the contents. Open drawers are excellent dust traps.

4. To figure so as to take advantage of all cash discounts is to make a very comfortable saving.

5. To put the weights in the right hand scale pan, and weigh a powder out in the left-hand side, is usually to spill a generous portion of it.

6. Avoid unpleasant notoriety of any sort. Rumors are sure to become exaggerated and much harm be done through a misapprehension in the minds of the public.

7. Insurance against error is a valuable protection, inasmuch as it protects against the possible carelessness of employees.

8. A "Book of Reminders" in which are listed dates of expiration of licenses, fire insurance policies, lease, trade maga ine subscriptions, also important dates to be provided for ahead, like taxes, special payments, etc., will often save embarrassment, as well as to give a mental security that the February, March, or April list will tell at a glance what must be taken care of in those months.

9. Among your neighbors who from the nature of their business may with propriety become valuable patrons are physicians, dentists, manicurists, hairdressers and barbers; bakeries (extracts, flavorings, etc.); manufacturers where acids and other chemicals are used; public institutions (supplies and disinfectants); restaurants (olive oil, condiments, etc.) Many of these people will not come to you unless you seek their trade, but they buy these goods from someone. Why not from you? Are you working your field for all it is worth?

10. Have you thought to view your window displays from the other side of the street. What may look pretty good right close at hand may be tame and meaningless when the street intervenes.—Era.

No one seems to have enough hair to look good when it becomes soaking wet.

BENGER'S Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

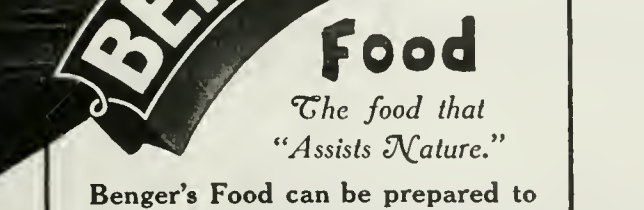
Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food.

MANUFACTURERS: BENGER'S FOOD, LTD. MANCHESTER ENG

Benger's Food is sold in tins and can be obtained through most Wholesale Druggists and Leading Drug Stores.



EVERY DRUGGIST SHOULD CARRY

-FAIRBANK'S SOAPS-

GLYCERINE TAR SOAP—for shampooing.
PUMMO SOAP—for the hands.
SANITARY (Carbolic) SOAP—for General use.

Because they are the best to be had, and show the dealer a margin of over 75% profit.

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The N. K. FAIRBANK COMPANY
MONTREAL, CANADA

Pharmacy BY MAIL

Stay at home while you study Pharmacy. We teach you by mail. We give you the same instructions that you get at College.

Our course is adapted to the individual needs of Canadian students who contemplate a change into the States or take Pharmacy board examinations. Hundreds testify to the great value of our cours

Write for prospectus and particulars. Our terms are easy.

The Ohio Institute of Pharmacy, Columbus, Ohio

The Consolidated Fruit Jar Co.

New Brunswick, N. J.

—MANUFACTURERS OF—

Sprinkler Tops,
Talcum and Tooth Powder Tops,
Aluminum Collapsible Drinking Cups,
Collapsible Tubes, and
All kinds of cast metal goods.

Sole Manufrs. of Drummond Pat. Closed Tube

—— WRITE FOR PRICES ——

Questions Worth Asking

Do we ever get just returns for every effort put forth in business? Does every sale made bring the proper result to us, or in building up a business in any particular line, must we spend time and energy and then share the results with our competitors?

Individuality eliminates competition and makes it possible to control the output, and every effort put forth will result in sure and certain foundations on which we may continue to build, and the result of every effort shall then accrue to us.

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - MONTREAL - WINNIPEG

THE CALABASH PIPE.

If you own a calabash pipe you have reveled in its light weight, graceful shape, and unusual smoking qualities, and yet you probably do not realize that your owning a calabash is due to the cleverness of an English soldier, and that the article you prize for its rich color and fragrance is an own cousin to the cucumber, the melon and the squash—a gourd of the family lagenaria vulgaris.

A British soldier, so the story goes, had broken his pet brier, and all that remained of it was the hard rubber mouthpiece. While crossing the field one day he stepped on a calabash gourd, which the South African natives feed when green to cattle, and noticed that the crook of the stem resembled his pipe. Picking the gourd up he cleaned out the inside, fitted his mouthpiece to it, and the first calabash pipe was born. The gourd was green and did not burn out, and it did color beautifully, so when the Boer war was over Tommy Atkins returned to England with his pipe and a number of gourds.

But the dried gourds burned out, and it was necessary to line them. Zinc was first tried and proved unsatisfactory, and then meerschaum and the compressed meerschaum substitute were employed, as they are to-day.

The calabash gourd can be grown in the United States, but as care must be used in shaping the neck or stem while it is growing it will never be largely cultivated here, as this work can be done far more cheaply in Africa. In fact the best gourds come from the country along the edge of the Karoo desert in South Africa where a temperature of 120 degrees in the shade is not at all unusual. The vines grow in a sandy soil and flourish like the bay tree of the Scriptures, sometimes yielding 50 gourds to a vine, but their cultivation is by no means easy—for pipe purposes—as the surface of the gourd is easily bruised or scratched, and the plant is beset by insect foes and worms.

The gourds when ripe are picked, all the imperfect ones thrown out, and then the stem of the calabash cut off at about the proper length for a pipe. The pulp is carefully removed and the outside skin scraped off, and then the gourds are boiled and cleaned in huge vats. This cleansing is repeated several times, after which the gourds are placed on large trays and set out in the sun to dry thoroughly. This, too, is an operation that must be conducted with great care as extremes in temperature crack or distort the bowls and render them unfit for use.

The manufacturers first polish the surface to the rich golden color so prized by smokers, and extreme care must be taken not to scratch the bowls. Then the bowl is mounted with amber, rubber or composition, depending on the quality of the bowl, and the fitting, either a loose cup bowl or one set flush, is placed in position. The result is a pipe of pleasing lines, of good smoking quality, of extreme lightness and an ability to color like to that of the meerschaum, but without the disadvantages and liability to "burn" of a meerschaum.—Oklahoma Druggist.

HOW TO HANDLE PETTY ACCOUNTS IN RETAILING.

Petty accounts are now treated as memorandum accounts, precisely the same as cash sales, only the payments are held in abeyance for a limited time as an accommodation to the customer. In collecting these accounts they are handled exactly as cash sales.

The best way to do this is to make out a duplicate bill for these small items. A memorandum bill composed of two members separated by a perforated line at the right hand edge and arranged so that both copies are made out at one writing by inserting a carbon sheet is the form which is best adapted for this purpose. The original or upper part of this form, is in the nature of a memorandum invoice to the customer. It bears a printed notice to the effect that the account is billed merely for the accommodation of the customer, and as a memorandum account, and requires prompt settlement, as it is not desired to take it on the books. The second member of the form is identically the same as the original, except that it extends sufficiently far at the left-hand side to afford space for loose-leaf binding.

As these invoices are made out the original is detached and forwarded with the goods to the customer. The duplicate is carried in folders alphabetically arranged and sub-indexed under the customer's name.

Collections that are made are treated exactly as cash sales, except that the entry is made in a cash book bearing the name of the customer. The date of payment is entered or stamped on the duplicate bill, and it is then filed in a "dead" or holdover file for reference in case of any dispute which might come up.

In closing the books at the end of the month, outstanding memorandum accounts are listed as accounts receivable. Inventory is made of outstanding accounts, and by journal entry, charge is made of the accounts inventoried to the accounts receivable account on the ledger carried for this purpose. This account remains so charged until the end of the succeeding month, when it is adjusted by taking another inventory of these memorandum bills that are outstanding.—System.

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

Public taste in Confectionery is turning more and more to solid chocolate confections. We have studied this taste and we believe you will find that

Cowan's

Maple Buds
Nut Milk Chocolate
Milk Chocolate Medallions
Milk Chocolate Sticks
Chocolate Croquettes

satisfy it and bring in handsome returns to the dealer who pushes them.

The Cowan Co., Limited
TORONTO

HORLICK'S MALTED MILK

is pure full-cream milk, combined with the extract of malted grains, and is manufactured by

Horlick's Malted Milk Co.

at Racine, Wisconsin, with the scientific methods, apparatus and sanitary precautions, resulting from their experience of over a third of a century.

A delicious, nourishing Food-Drink that is distinctive and inimitable. Reliable—Uniform. Endorsed by the medical profession and the public for over 25 years.

Advertising material for Cold Soda Fountains free and prepaid upon request.

GILMOUR BROS. & CO.
Sole Agents for Canada
25 St. Peter St. Montreal, P.Q.

The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

PROFITABLE SIDE LINES

SEND FOR OUR 800 PAGE CATALOGUE

The OSKAMP-NOLTING Co.
411-413-415 Elm St.
CINCINNATI, OHIO

Make Money Selling
the strongest line of the most palatable and effective Lozenges, and well known to the public.

London Hospital Throat Lozenges
(Formulæ of Sir Morrell Mackenzie)

English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per jar 90c.) In lots of 16 jars, $12 80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

English Peppermint Lozenges — Licorice Gum Drops
Ex. Strong Wintergreen Lozenges — Lemon Gum Drops
Pine Tree Tar Gum Drops
English Mint and Licorice Jujubes

Put up in 5c packages.
When ordering from your Jobber be sure to specify Roworth's.
Guaranteed under the Pure Food and Drugs Act. Serial number 1023

The Roworth Mfg. Co., 85 Maiden Lane, New York
Write for Price List. F. O. B., N.Y. Strictly Pure
These goods can be had from any of your jobbers

PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF QUEBEC.

The preliminary Board of Examiners have held their quarterly examinations in Montreal and Quebec on the 4th July last when 31 candidates presented themselves.

The following names, by order of merit are those that have passed successfully, namely: Messrs. Chs. M. Colle, Harry Silverman, Joseph ibald Duclos, M. H. Proulx, Arm. Montpetit, G. J. Ouellette and Alcide Girouard.

The following have passed on all subjects but one, and will have to present themselves at the next examination for that subject: Messrs. J.P. Turcotte, Chs. Cofsky, Alfr. Asselin, Arth. Payette, L. Geo. Laplame and J. L. L'Heureux.

The examiners were: Professors J. O. Cassegrain of the Jacques-Cartier Normal School, and Isaac Gammell, of the Montreal High School: with Messrs. A. J. Laurence as Supervisor and Victor Giroux, Supervisor for Quebec and vicinity.

The next examination will take place on the 3rd of October.

PERFUME FROM KEROSENE.

An English Chemist, P. M. Short, has succeeded in extracting substances from ordinary kerosene oil that possesses in a high degree the odor of attar of rose and extract of violets. The discovery was made during experiments with liquid air, in which kerosene oil was frozen into candle form for certain experiments, when it was noted that there was a slight unfreezable residue left which had the odor of attar of rose. Further experiments enabled the chemist to obtain this substance in a fairly pure form, but at present the cost of its production is to much in excess of that of the natural oil to make it commercially valuable. A substance having the odor of violets was also obtained from the kerosene oil by freezing and chemical treatment but this has a pink color which is very marked and persistent, which would make its incorporation into the traditional green violet perfume difficult.

A NOVELTY.

A new appliance has recently been put on the market; a combination container and dropper for dispensing eyewaters and potent liquids used in drops. It is safe, convenient and economical. The trade will be pleased with this little novelty and the druggist saved from the expressed and worse yet, the unexpressed resentment that customers feel when they have to pay for a bottle and cork and a dropper besides.

The physician will be pleased with the accurately measured doses and the clean contents free from bits of cork and dirt, that even with the utmost care are bound to collect on the lip of the ordinary bottle. Another advantage this handy little package has, especially for eyewaters, is that there is no concentration through evaporation, thereby leaving a crust of the dissolved substances on the tip and the inside surfaces on laying it aside.

This attractive novelty, known as the Stearns' Dropper is advertised in this issue by Frederick Stearns & Co.

PROFITS ON BABY FOODS.

Have you ever figured out just what this means in your case? When a customer asks you to recommend a good infant food, would you not as a matter of business suggest the name of some line on which your profits are protected, and of which you are reasonably certain as a meritorious article. Messrs. G. W. Davey & Co., Toronto and Winnipeg, are the Canadian agents for "Glaxo" baby food. Glaxo we believe, should meet these requirements. This food is recommended by the leading dietetical authorities of the world. Glaxo will, if systematically pushed, make you friends among your customers. We refer you to G.W. Davey & Co.'s advertisement which appears on page 515.

A REDUCER FOR BROMIDES.

An ounce of strong or fresh chloride of lime or bleaching powder is stirred in water and the solution filtered.

The bath so obtained will not only reduce intense bromide prints, but will leave no stain, as sometimes happens when ferri-cyanide and hypo are used as a reducer. More than this, the chloride of lime will tend to clear any coloration of the whites of the picture; indeed it will impart more contrast.

For certain subjects and effects this may be desirable, but one must use care if not desired, by not unduly prolonging the action of the lime. A thorough washing is necessary after the reduction has been effected. The same solution is also recommended for taking out the yellow tint from platinum prints—that is, the stain produced by the presence of the iron salt in the paper. For this purpose the bath may be made more energetic by the addition of one dram of hydrochloric acid to each sixteen ounces of solution of chloride of lime. There is no danger of attack upon the platinum deposit by prolonged immersion.

Being handicapped with old methods handicaps a merchant's progress.

A man progresses just so long as he is willing to learn.

Lyman's Water Glass Egg Preserver

BEST QUALITY

Put up in 1-lb. tins—Price, $1.10 per dozen.
Put up in 5-lb. tins—Price, $3.75 per dozen.

One pound makes one gallon of Preserving Solution

PA-MO Liquid Straw Hat Cleaner

The only Liquid Cleaner on the market and guaranteed not to turn yellow.

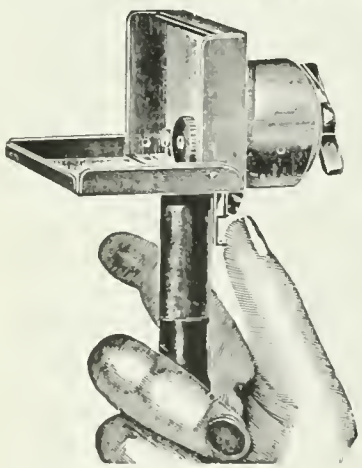
Retail Price, 25 cents **Price, $1.50 Dozen**

—SOLE AGENTS—

The Lyman Bros. & Co. Limited

Wholesale Druggists TORONTO, ONT.

Agfa Improved Flash Lamp



Hand Model with Finger Release

A New and Improved Model is now marketed in place of the old lamp with its uncertain safety matches. A spark giving metal has now been substituted which is absolutely unfailing and ready for use at a moment's notice. Many hundrds of sparks can be given without renewing the sparking metal, which, however, can be replaced after being worn out.

For Sale at all Photo Dealers.

Canadian Agents:

HUPFELD, LUDECKING & CO
1 and 3 St. Helen Street Montreal

VENUS REJUVENATOR

Home Massager Beautifier

Auto-Positive Vacuum Apparatus Operated on th Water Faucet One Trial Convinces
Patented Guaranteed

Cures Rheumatism, Indigestion, Bruises, Sprains. Stops Falling Hair Eradicates Blackheads, Pimples, Wrinkles. A Creator of Proper Blood Circulation.

Write for booklet and wholesale prices. Large profits. Machine recommends itself.

FRANK BAUSCH COMPANY
16 Dalhousie St., Toronto. Phone Main 1552

Trade Notes

ALBERTA.

The Rolston Drug Co. have started business at Sylvan Lake, Alta.

Edmonton Drug Co., Limited, at Edmonton, have sold their branch store.

The estate of W. G. M. Johnston, druggist at Claresholm, Alta., has been sold.

BRITISH COLUMBIA.

N. E. Suddaby has commenced a drug business at Fort St., Fernie, B.C.

A. E. Thomas has opened a drug store at Ladysmith, Vancouver Island, B.C.

A. J. Tyson, druggist at North Vancouver, B. C., is reported to have sold his business.

MANITOBA.

The Rosedale Pharmacy has opened a store at corner Rosedale and Pembina Avenues, Winnipeg, Man.

Harrison Bros., druggists at Winnipeg, Man., have sold their Redwood Ave. branch store to J. Astrof.

Vincent Thompson has purchased the Vincent Ave. branch drug store of C. A. Baird, at Winnipeg, Man.

D. W. Bradshaw has opened a branch drug store at Portage Ave. and Arlington St. Winnipeg, Man.

Several of the Winnipeg drug stores have been visited by burglars recently, among whom were S. Brooking, F. L. Brown and D. W. Bradshaw.

NEW BRUNSWICK.

Mr. Henderson has purchased the drug business of W. R. Rodd, Sackville, N.B.

ONTARIO.

B. Blackey, druggist at Porcupine, Ont., has made an assignment.

H. W. Edmunds, druggist at Blenheim, Ont., has sold his business.

E. E. Sexsmith, druggist at Strathroy, Ont., has discontinued his business.

QUEBEC.

W. H. Laroche, owner of Laroche & Co., drug business at Quebec, Que., died recently.

SASKATCHEWAN.

A. B. Ferris, druggist, has opened a branch drug store at Avonlea, Sask.

H. E. Cruch & Co. have purchased the drug business of A. D. Ferguson, Wolseley, Sask.

GIVING A SQUARE DEAL.

Says the Pacific Drug Review: Is it good or honorable merchandising to kill the sale of an article for which the manufacturer paid to create the demand and sent the customer to your store to be served and deliver you a profit. We think not, and we believe that the manufacturer who sells his goods to you at a fair price and spends money to create a demand for them is entitled to a square deal and he is not getting it if the druggist switches the sales created by advertising to his own long shots or longer profit goods.

We are in favor of increased profits wherever and whenever it can be accomplished by good business methods and straight salesmanship and there is ample opportunity to sell the long profit goods without injuring manufacturers who play fair as to prices and in addition create the demand for their products. The retailer is to be commended for exercising his talent to push, and push hard, such goods as return the best profit, but the line should be drawn at a point where he begins to profit by knocking the other fellow, and at the expense of manufacturers who create business for him.

EUCALYPTUS OIL FOR ORE SMELTING.

An increasing demand is being created in Australia by ore smelters for the lower grades of eucalyptus oils in the preparation of sulphides of lead and zinc for use in the smelting of ores. In consequence of this demand, only the best qualities of oil are available for export, the lower grades all being disposed of by the distillers for the purpose mentioned. Tasmanian eucalyptus oil of the globulus variety, produced from the leaves of the blue gum, and said to be the finest grade of eucalyptus oil on the market, is now worth about 1s. 6d. per pound, an advance of about 2d. per pound during the last 12 months. The oil utilized in smelting may be obtained easily from all kinds of eucalyptus leaves, but the leaves of the peppermint gum are at present the chief source of supply. The oil is selling at 8d. to 10d. per pound. It seems possible, says a United States Consular Report, that its preparation may become an important by-product of the local timber industry, and it is already announced that a mill for its extraction is to be erected at Scotsdale in northern Tasmania.

For use in ore smelting, about ½-lb. of oil is emulsified by vigorously shaking it up with 100 gallons of water, and with this mixture the moistened or powdered ore is stirred up. The eucalyptus oil absorbs the sulphide particles and carries them to the surface, together with the gold and silver contained in them, up to 25 per cent. of the actual content of the powdered ore being recovered by the process.

CO-OPERATION AMONG RETAILERS.

A forceful argument for the retail trade association is embodied in a recent article from the Merchants' and Manufacturers' Journal, dealing with the subject of store policy and profits. While many retailers, on the principle of self-preservation, would oppose exchange of ideas and methods among competitors, only by this means can the retail business be brought to a higher plane of efficiency and profit to those engaged in it. Every trade could benefit by organization, and we believe such associations are productive of good results.

According to our exchange, much benefit could be gained by retail merchants if they would frequently and frankly confer with one another upon the subject of profits. In most lines of industrial, commercial and professional activity, the entire body of workers can benefit by the experience of any single member of the body. The success won by just one individual in these classes is open to everyone; the failures are also just as patent. For instance, an engineer who builds a highly successful bridge cannot conceal from his competitors the methods by which the bridge is built; the form it takes; and also the schemes employed to overcome possible difficulties.

In many business enterprises, however, there is a woeful indifference as to the necessary rules which must be obeyed to have the books show a proper net profit at the end of the year, and there is also considerable difficulty to have competitors give to each other their own views as to the amount of profit they charge and their ideas too as to the cost of various operations in the distribution of merchandise. The larger dealers will confer occasionally upon these subjects; but they do not speak as openly with the smaller or newer merchant, and as a consequence in many cases each retailer feels his way through the dark.

If a store makes a practice, for instance, of accepting as a "leader" a certain item of merchandise, and marking it down practically to cost; it may, at the same time, put an exhorbitant profit upon other lines equally prominent in the day's sales. But the merchant who sees such matters, only as they are open to the outsider, may readily come to the conclusion that he has to follow the competing house in the price charged for its "leader." Now unless he, too, has his schemes for making the profitless leader carry the very profitable allied items, his following of the competitor in his price cutting is not only unnecessary but very foolish.

The question as to how much profit a merchant may charge on his merchandise is a very complex one. It must be solved by each individual retailer for himself, but in that solution he should have available for his assistance some of the guide posts of his men of larger experience than himself in the same field.

The matter of a percentage profit to be placed to the cost price in arriving at the selling price, according to one very prosperous merchant, "depends altogether on the location. In a small village where the rents are low and help is cheap, goods can be sold at a smaller profit than in cities where rents are very much larger all around." And he illustrates his point in this way: "Take an average store in medium size towns and cities, and it will not be thought that much profit can be made at marking goods at an average gross profit of less than 33 1-3 per cent."

But it will be found that many merchants do not stop at 33 1-3 per cent gross increase. A dealer in ladies' and gent's furnishings announced recently that he adds 10 per cent. for freight to the cost of his merchandise and then puts on a profit of 30 to 35 per cent. addition for cost of selling. And in the larger stores it is frequently claimed that goods cannot be sold at a less increase, since it actually costs the proprietor more than 30 per cent. simply to pay the expense of conducting his establishment.

This does not bear out, of course, those establishments which put into practice the old slogan "Large sales and small profits." But where these stores are found, invariably it becomes necessary to conduct the establishment upon a basis that makes the distribution of merchandise very cheap. Lowprice salespeople are employed; no charge accounts are carried; merchandise of the lower grades predominates; and the method of doing business, no matter how efficient it may be, is cheap. It has to be. While such establishments are well patronized by the people in moderate circumstances, they cannot cater to the demands of the better class trade, since it will willingly pay an additional price in order that the service may be above the grade of "cheap."

Prices may be low where, as we stated above, "small profits" do mean "large sales." But this does not apply in the smaller towns and villages, where no additional amount of merchandise is sold by the several establishments catering to the trade, no matter whether prices are 15 per cent. above cost or 25 per cent. above cost price. In such matters, is it very desirable that merchants should confer with one another; and that they should act in concert after conference?

Don't forget that you went into business to save money, not time.

The ability to sell more and do more and to make one's personality felt, and to do it all with greater ease, brings it own financial reward.

SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

DRUG REPORT.

There have not been any radical changes in market values during the past month.

Codeia salts are easier.

Cocaine is lower.

Menthol is up about $1 a pound.

Ergot very scarce and high.

Opium firm.

Cod Liver Oil decidedly firmer.

Gentian Root scarce and high.

A—Advanced. D—Declined.

A—Menthol	oz.	.70
A.—Gum Mastic	lb.	$1.00
D.—Cocaine Mur. (⅛-oz.)	ea.	.36
D.—Cocaine Alkaloid (⅛th)	ea.	.60
A.—Ammon. Molybdate	oz.	.40
A.—Apomorphia Mur. (⅛-oz.)	ea.	2.00
D.—Arsenic Iodide	oz.	.45
D.—Codeia Crystals	oz.	6.45
D.—Codeia Hydrochlor. (⅛-oz.)	ea.	.80
D.—Codeia Phosphate (⅛-oz-)	ea.	.75
D.—Codeia Sulphate (⅛-oz.)	ea.	.80
D.—Iron Iodide	oz.	.35
A.—Salol	ea.	.15
D.—Silver Citrate	oz.	1.50

PREJUDICED.

A jury trial in a Western town had gone along for more than an hour when the trial judge discovered that the panel was shy a juror.

"What does this mean," he roared. "There are only eleven jurors in the box; where is the twelfth?"

"Please, your Honor," answered one of the eleven, "he has gone away from here on some other business; but he has left his verdict with me."—June Lippincott's.

SISTER SUSIE'S BEAU.

Sister Susie's got a beau—
His name is Randall White.
He comes around to call on her
'Most every other night.
He's all dressed up, an' nice enough
As fur as fellers go,
But things ain't right around our house
Since Sister got her beau!

We uster do our lessons in
The parlor every night,
'Cause there's a table good an' big
An' a dandy readin' light.
I don't see why they want that room
(The lamp they turn down low!).
But we can't use the parlor now
Since Sister got her beau!

We uster go to sister when
Our sums we couldn't do,
But now she ain't got time for us.
As soon as supper's through
She goes up stairs to primp and preen
(She powders, too, I know!).
We're gettin' awful marks in school
Since Sister got her beau!

Ma says she thinks he's goin' to pop,
And Pa says, 'Well, it's time!
The way he's using heat and gas
Is certainly a crime!"
I don't know what they mean by that,
But there's one thing I know:
The house is simply upside down
Since Sister got her beau!

—June Lippincott's.

EGG LEMONADE.

Into a glass break one strictly fresh egg, squeeze over it the juice of one lemon, and add syrup and ice, of each, enough. Shake well, pour into a suitable serving glass, and fill with the fine stream.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request.**

—WRITE US—

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent Insertions 25c. Send cash with order.

FOR SALE.

Drug and stationery business in Ogema, Saskatchewan. Good proposition for live druggist. Stock in good condition. $3,500 for building; stock worth about $2,700. Terms, $1,500 cash, balance to suit purchaser. For particulars address box 81, Canadian Druggist, Toronto, Ont.

FOR SALE.

Drug business in Crossfield, Alberta. Stock and fixtures about $1,500. Cash, $1,200, balance arranged. For particulars address box 24, Crossfield, Alta.

FOR SALE.

Drug, Stationery and Fancy Goods business in city Portage La Prairie, Manitoba. Doing good business. Stock $6,000. Fixtures $1,500, and $2,000 down, balance notes secures with interest. Poor health reason for selling. Splendid chance for young man. None but actual buyers need apply. Apply Box 320, Canadian Druggist, Toronto, Ont.

FOR SALE.

No. 73 National Cash Register in perfect condition. 1 drawer, 5 rows keys; 1c. to $20; 15 special keys for clerks, cigars and prescriptions. Cost when new $100. Price, $100 cash. Ferrah Drug Co., Toronto.

WANTED.

An old established proprietary medicine firm requires the services of an experienced proprietary salesman to solicit orders from the retail drug trade of Canada on commission basis. Attractive offers to the trade will make this a lucrative position for a good man. Address Box 14, care Canadian Druggist, Toronto, Ont.

WANTED.

Position in drug store by Graduate Druggist. Would prefer prescription work and little or no counter work. Good references. Apply Box 9, Canadian Druggist, Toronto, Ontario.

DON'T LIMIT YOURSELF.

Mighty few, probably not any, men get beyond their ambitions. The man who has an ambition is fortunate if he achieves the mark set by that ambition, and if he is so fortunate or if he has that amount of ability, the chances are that he will then develop a new ambition still farther ahead. If you must place a limit on what you hope and expect to do, make it a high one and put it where there will not be anything to prevent it from being moved up higher. You can make your business bigger than you realize, bigger than you have planned or expected to make it—if you have the ability, the know how. If you have not the know how you can get it from books, from trade journals, from all of the many present day sources of information for the man who has the ambition but not the knowledge of how to make his business grow. There is not one business in a hundred that ever reaches an absolute limit. There are always more people who can be induced by some means to trade at your store. You never get them at all. Take the limit off your ambition and go ahead to get all you can. Study the business literature that tells how other men have made good. Don't try to figure it all out for yourself. The man who will not spend a few dollars every year to find out what is the best way to make his business grow is in the same class with the man who would insist upon figuring out how a bicycle was built and making his own rather than take the product of some one else's labors. The more good, ready-made ideas you absorb, the more time you will have to put them into practice, and to develop ideas of your own based on them. Use your own brains, of course, but don't use them up doing things that have already been done much better for you by some one else.

THE APPROACHING MEETINGS OF THREE GREAT ASSOCIATIONS.

The month of August will witness the bringing together of three great associations, viz.: The National Association of Retail Druggists will hold its session at Milwaukee during the week beginning August 12th; the American Pharmaceutical Association meeting will be held in the following week at Denver, and the Canadian Pharmaceutical Association meeting in Vancouver during the first week in August.

The American Pharmaceutical Association promises a very interesting program, we understand, touching upon the various phases of the professional side of pharmacy.

The national Association of Retail Druggists have decided to "once more" turn their attention to the problem of price protection on proprietary articles; a question of which much has been said, and yet their remains enough to warrant it being placed as the chief subject of the year's meeting.

The Canadian Pharmaceutical Association meeting this year should be one of the best in the history of the Association. Whilst we cannot expect many drug clerks from the eastern cities to attend, there surely should be a goodly number of druggist who are in a position to leave their clerks in charge of the store. Every druggist who is in a position to spare the time, should attend the annual meetings. In the first place you are benefitting yourself; secondly, you are helping your brother druggist by meeting him, talking and exchanging ideas with him, and last, but not least, you are giving your support and renewing your pledge of loyalty to the C. Ph. A., which deserves the moral and financial support of every druggist in the country.

IS THAT ALL.

"Is that all?" The customer winced. It was almost imperceptible, yet they winced, and to the close observer it was easily seen that the words made them feel uncomfortable. They had purchased a small article in the drug store, and the words fell on their ears in a manner that indicated that the salesman was surprised that they were not going to buy anything else.

Haven't you noticed it? says L. C. Wareham, in The Phill. Don't you remember how harsh the words sounded to you? Made you feel sort of ashamed that your purchase was a 5c. one of salts, castor, oil, etc., and that you were taking up the salesman's time and that you ought to feel indebted to him, didn't it? The man behind the counter in this instance evidently didn't mean to be discourteous, but he was.

NOW, IS THERE ANYTHING ELSE? Try this phrase and see how much better it is, after waiting on a customer, to gently lower the voice, incline the head slightly and say with a pleasing expression while looking at your patron; "Now, is there anything else?" And remember not to say, "Is that all?"—American Druggist.

PARK-DAVIS & CO. ANNUAL OUTING.

Employees of Parke-Davis & Co. were the guests of the Company in the twenty-second annual excursion and basket picnic held recently at Bois Blanc. The company chartered the steamers Columbia and St. Clair, which together have accommodation for 7,400 passengers, to carry the party, and donated the entire day to all its employees.

HALF AND HALF.

There are a lot of fellows back of the counter that are half for the boss and half against him. That's a miserable condition to be in. If you work for a man work for him for all you're worth or quit the job. A fine thing is loyalty. The man is to be despised that knocks the firm who hands out to him his bread and butter every week.

Think the best of your employer. If he at times seems impatient and even unreasonable, remember he may have many things on his mind that are little dreamt of in your calculations.—W. E. Sweeney.

PELLETS OF WISDOM.

The lucky number is two, according to Saint Hymen.

The dyspeptics snarl, "The woman tempted me, and I did eat."

The road to power is paved with good inventions.

An indiscreet answer is hard to live down.

In converse it is better to glow than to glitter.

Prejudices are nails hammered into the mind by environment.

Genius achieves in silence, talent gaily admits the crowd.

The courtesies are never so beautifully practised as at home.

Suggested nakedness is more outrageous than frank exposure.

—Minna Thomas Antrim in April Lippincott's.

FATAL POISONING BY CAMPHOR.

The Boston Medical and Surgical Journal reports the death of a child in that city caused by the administration of liniment of camphor by the mother in mistake for castor oil.

PRODUCER AND BORROWER.

"Experience everywhere shows that men and women want to make the most of themselves, but that they have often failed because they did not set a definite time in which to begin to do so. They laid no foundations. Perhaps something throttled their natural impulse, and then came that frightful age in youth attitude: 'It is too late.' 'It is never too late to mend,' even if mending is all that can be done, which it rarely is."

"No man has a right to expect confidence in the world unless he inspires it. In business men put labels and trade-marks on their goods to distinguish their goods from all others, and a man does the same by putting his own valuation on himself. Whatever a man's work is, great or small, easy or difficult, it is marked with the trade-mark of his personality. The world accepts men at their own valuation, therefore it is your business to stand up for the things you can do, and for your rights."

"Man owes his growth, his energy, chiefly to that striving of the will that conflicts with difficulty which we call effort. Easy, pleasant work does not make robust minds, does not give men a consciousness of their powers, does not train them to endurance, to perseverance, to steady force of will, that force without which all other acquisitions avail nothing."

"The motto of the mail-order house is every man for himself and the devil for the hindermost -- and you bet the devil will."

"To sacrifice our neighbor—the man who helps the town with its taxes, with its public business, with it myriad activities for neighborly righteousness—to sacrifice that man and his business for the mere sake of saving a dollar on the purchase of a hundred dollars' worth of goods, is lacking in the qualities that make for good citizenship."

"Be not uneasy, discouraged or out of humor because practice falls short of precept in some particulars. If you happen to be beaten return to the charge."

"Take an efficiency inventory of yourself, of your salespeople, of your window trims and of your advertising. Don't stop with the completion of the physical inventory of merchandise on hand."

"There is a task for every man in the world, and an opportunity to justify the existence of everyone except the quitter—and the biggest quitter of the lot is the man who can but will not work."

"Distrust makes an employer unjust to his employees. Distrust makes the employees unjust to their employer. Neither is loyal to the other because neither trusts the other. Fear of his employer's will, right or wrong, saps the employer of the exercise of the discretion that makes men strong and replaces it with a servility that makes men weak.

"The great captains of industry are those who have been great enough to trust their employees, to develop the strength of their assistants and associates, and to let them share in the fruits of the work of their brains and hands."

SUGGESTIONS.

"It costs nothing to do the decent thing to a man who will turn over his trade in exchange for your pleasant smile, but to smile only when trade is in sight betrays an anaemic disposition."

"One obstacle in the path of distribution is the indifference of the manufacturer of goods to the interests of the dealer who has to sell them. To get goods into the hands of the retail customer requires more than mere bargain prices, clever advertising and attractive displays; it requires the confidence of the shopkeeper in the worth of the goods he sells and of the customer in the goods he buys."

"'We do a cash business,' is a better sign than 'No Credit.' One tells what you will do, the other what you won't do. It shows a superior understanding of psychology to assume the positive attitude rather than the negative."

"One of the little items in a retail business that saves the time of one or more clerks, does away with overweights, stops pickering of prices and cuts down paper and twine expense, is the method of putting up goods in packages of standard sizes. A Texas druggist figures that he can sell two dollars' worth of packaged drugs where he has sold one dollar's worth, merely by packeting them during spare moments."

THE VENUS REJUVENATOR.

HOME MASSAGE MACHINE.

A real beneficial massage instrument, the Venus Rejuvenator Vacuum Massager gives the most healthful massage of all massage instruments, as it does not pound the delicate flesh or jar the sensitive tissue like the electric machines do. Rough skin is made smooth, pale faces are sent away blooming, wrinkles are made to disappear and the confidence gained by a satisfied glance in the mirror adds poise and grace and charm to make those people distinguished and set apart from the ordinary throng. And every year, owing to the recognized results, thousands more are brought to realize the benefits of a Venus Home Massager. For further particulars as to prices, etc., write to Bausch Co., Toronto.

The Canadian Druggist

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—Twenty-fourth year of Publication—

THE

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MONTHLY

The W. J. DYAS PUBLISHING CO. Limited, Publishers

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THE CANADIAN DRUGGIST,

Dineen Building, Temperance St., Toronto, Canada.
Teephone, Main 3203. Cable Address: SAYD, Toronto.

Representatives:

CHICAGO, ILL.—E. J. Macintyre, 4057 Perry St.

ENGLAND—C. Rivington Shill, 88 Chancery Lane, London, W.C. Telephone 8936, Central.

FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.

GERMANY, AUSTRIA AND SWITZERLAND—Rudolfe Mosse, 46-49 Jerusalemer Street, Berlin, Germany.

PHARMACIST AND PHYSICIAN.

In another part of this issue appears a letter from a correspondent dealing with a suggestion made in an editorial in these columns, and we believe that this druggist fairly represents the feeling of the majority of the craft throughout the Dominion, although as we all know there are always men who will be, as Pat says, "agin the government," and prove obstructionists to every policy designed to benefit the community at large.

At the annual convention of the N. A. R. D., held in Milwaukee, August 12th, the President in his opening address, amongst other matters, dealt with the attitude of the druggist and the doctor, under the heading of "Get-together Meetings," and we reproduce his remarks here :

"The attitude of the druggist and the doctor each to the other is estranged, but it is not nearly so much so as it has been, and is becoming less and less all the time. From my own experience I conclude that nothing has done more toward crystalizing into harmony the doctors and the druggists than get-together meetings. The result of these meetings in many places is almost miraculous. There is nothing to show the level of a man, measure his gauge, as coming into direct contact with him ; there is nothing to show the real calibre, the metal of a man, quite so well as a face-to-face meeting in which is thrashed out the premises of both sides to a harmonious conclusion. It is in and by this that the two understand each other and give each the high respect he is justly due.

"Arrange for your get-together meetings. We have, and so have they, grievances, so let us attend these meetings with our troubles on our fingers' ends and have them do likewise. Letthe fur fly, and I will promise that the aftermath will bring about a feeling and condition of ithe most friendly character. Both have compromises to make and in these meetings we stand on the same ground, and it is then and not until then that our differences can be discussed to an end broad-gauged business men should always seek. The Propaganda and the get-together meetings are like what the old Irishman said about making love to a widow : 'You can't overdo the thing.'"

We give in another portion of this issue also an article read before the Ohio State Pharmaceutical Association by one of its members who is both a physician and a pharmacist, and although some of the remarks used in it are pretty strong and we do not coincide wholly with his views, yet there is much truth in a good deal of what he says, and we recommend its perusal, dealing, as it does, with the same question.

The druggists of Chicago, as well as many other cities of the United States, have had meetings of druggists and physicians, usually in the form of a combined banquet, and we learn that they have been productive of the very best results. Is it not worth while trying this here, in order to foster a more friendly spirit and a feeling of co-operative effort in dealing with the public.

PATENT MEDICINES IN AUSTRALIA.

The sale of "Patent" medicines is a topic for legislation more or less the world over and the methods adopted vary in practically every case but the law regulating the sales in Australia seem very peculiar judging from the evidence given before a Select Committee of the British House of Commons by Mr. H. E. Neal, an officer of the Australian Customs.

The Commonwealth law, it appears according to this evidence, is that passed in 1905 embodied in

the Commerce Trade Descriptions Act, and under that Act regulations might prohibit the importation or introduction into Australia of any specified goods unless the trade description applied to them was in accordance with certain provisions and amongst these provisions as relating to "Patent" medicines was one that "a label had to be affixed in a prominent position bearing the trade description and the name of the country or place in which the goods were made or produced" and it must also contain particulars of the nature and purpose of the goods.

No preparation would be admitted if it were not a true description, and mention was made of the preparation called "Orange Blossom," which was not accepted as a true description because it did not indicate the true nature of the goods.

These, it will be remembered, apply to imported goods, but it seems that this class of goods can be manufactured in Australia without any such restrictions and as the state laws do not prohibit it.

The effect of such legislation undoubtedly encourages the manufacture of "patent" medicines in Australia and its protection carried to an extreme, and appears to be without justification, as if the legislation is "for the protection of the public," as it is claimed to be. We see no reason why it should not also apply to home manufactured articles.

It is said that the amount of money spent in proprietary remedies in Great Britain in 1908 was £2,500,000 or nearly $12,000,000.

CANADIAN PHARMACEUTICAL ASSO.

The fifth annual convention of the Canadian Pharmaceutical Association held in Vancouver last month proved to be, as was generally expected, the best both in point of interest and attendance that has yet been held, and it was very gratifying to find such interest being taken by Pharmacists generally throughout the Dominion in the Association.

Nothing can conduce more to the uplifting of Pharmacy to its proper level, and the maintenance of the status of its members than the co-operation of all Pharmacists in furthering the work of the Association, and taking an active interest in its operations.

The report of the convention which we give elsewhere is necessary limited, but gives an idea of the amount of interest taken and the work done at the meeting. Needless to say those present were very enthusiastic and felt that the time given in attendance was well spent both in regard to the individual benefit derived, and also the help given to the executive by their presence.

Many points of decided interest to the craft were brought up as will be seen by reference to our report, and the papers read were excellent contributions, some of which will appear in a later issue of this journal.

We congratulate the executive on the success of the meeting, and also the Vancouver Druggists on the excellent arrangements made for the entertainment of the visiting members.

MEDICAL RECIPROCITY.

Medical reciprocity throughout Canada is now assured, as a result of all the provinces having accepted by concurrent legislation, the Canada Medical Act, which in reality is the Roddick Bill. The Act provides for a Dominion Medical Council, and enables any physician certified by it to practice in any province of the Dominion. Heretofore there have been separate provincial councils, and a doctor from Quebec, for instance, could not practice in Ontario without first passing a separate examination. It is only a matter of time when the Medical Act will extend its reciprocal feelings towards Great Britain. There is no reason why both the medical man and the druggist should not enjoy such reciprocity.

BREAD SHOULD BE WRAPPED.

In a recent issue of one of the western weekly papers, the editor draws attention to the apparent indifference of the medical authorities in regard to the handling of bread. He strongly urges the necessity of more sanitary ways of handling bread both in stores and at the bakeries. He says in part: "It is horrifying to persons who realize the situation to see bread loaded into wagons at the bakeries as if it were coal and cobble stones, and handed out at places of destination by men whose hands are impure from dirt and sweat from the horses they drive, and whose wagons have on their floors or bottoms the fragments of stable manure and street dirt from their shoes as they walk over it." This is a matter which needs immediate attention. Whilst the M.O.H. is amusing himself with the "Roosters" and "Swatting the Flies," the baker is delivering, daily, thousands of germs into every home.

KENT-M'CLAIN AGAIN.

Mr F. Cowles, Strathcona, Alta., in fitting up his new drug store has adopted the all glass construction marble base case known as the "Roman," made only by Kent McClain (Toronto Show Case Co.)

THE NEW WOOD POLISH THAT IS NOT STICKY.

RE-NU-ALL

(Trade Mark Reg.)

Is a British Product made in Canada with Canadian labor.

Has Attained a Wonderful Sale!

Have received over 1000 testimonials in the five months that RE-NU-ALL has been on the Canadian Market.

Include Re-Nu-All in Your Next Order

RE-NU-ALL renews and cleans Auto Bodies, Pianos, Furniture, Woodwork, Hardwood Floors, Linoleums, Enamel Basins, Painted Walls, etc. It is not a varnish but a scientific preparation composed of liquid and wood oils.

Leaves a splendid surface.

Send Your Order in to Your Dealer Now. Don't Wait!

RE-NU-ALL is absolutely non-injurious and if used according to directions will "Remove all scratches, Take out all stains And make the article Look like new again"

Use it for Dusting

RE-NU-ALL is put up as follows:

4 ounce Bottles .....$2 00 dozen
12 " " ..... 4.00 "
Quart " ..... 8.00 "

No. 24 Assortment

6 dozen 4 ounce at $2.00, $12 00
3 " 12 " " 4.00, 12 00
1 " 4 " FREE
Samples and advertising matter.

No. 30 Prop.

6 dozen 4 ounce at $2 00, $12 00
3 " 12 " " 4.00, 12.00
¾ " quarts " 8 00, 6.00
1 Gold Filled Watch
1 " " Fob
Samples and advertising matter.

For Sale By:

Na-Dru-Co Ltd. E. G. West & Co. Drug Trading Co.

and Other Wholesale Dealers.

THE 28TH ANNUAL CONVENTION OF THE NEW BRUNSWICK PHARM. SOCIETY.

Held at Pine Bluff Camp, June 27, 1912.

Meeting came to order about 3.30 p.m., President R. Harry Robb in the chair.

Other members present: Messrs. A. J. Ryan, G. Y. Dibblee, A. Staples, E. C. Brown, J. M. Wiley, A. W. Coombes, H. J. Mowatt, Geo. A. Riecker, C. A. Burchill, T. C. Donald, R. E. Coupe, S. H. Hawker, M. V. Paddock, E. R. W. Ingraham.

In the absence of the Secretary, Mr. Ingraham was appointed to act pro tem.

Minutes of 1911 meeting were read and confirmed.

The several reports of the officers were read iin the following order: Report of Council, by Mr. Ingraham; report of Treasurer, by Mr. Dibblee; report of Registrar, by Mr. Ingraham; report of Auditors, by Mr. Brown.

On motion of Mr. Dibblee, seconded by Mr. Ryan, the several reports were received and ordered to be entered in full on the minutes.

Mr. Ingraham then read the report of the Committee appointed to meet a Committee from the Medical Society.

On motion committee report was received, and filed.

The matter of annual fee referred to in the Treasurer's report was taken up and it was decided that suggestions of the Treasurer should be acted on and that the Council be recommended to fix it at $1.00.

Mr. Riecker read the report of meeting of C.Ph. A. at Montreal, which he had attended as delegate.

Report was ordered to be received and filed.

The meeting then proceeded to the election of Council for the ensuing year. On ballot being taken, the following were declared elected:

A. J. Ryan, J. M. Wiley, Geo. Y. Dibblee, C. F. Chestnut, C. A. Burchill, A. W. Coombes, E. R. W. Ingraham, E. W. Main, J. McD. Cooke, Geo. O. Spencer, H. J. Mowatt, A. Staples.

Delegates to C. Ph. A.—J. D. B. F. MacKenzie, Geo. Y. Dibblee.

Substitutes—J. McD. Cooke, E. J. Mahoney.

Mr. Paddock and Mr. Hawker then addressed the meeting on the subject of Pharmaceutical Education.

On motion the meeting adjourned.

E. R. W. INGRAHAM,
Acting Secretary.

The financial statement was presented by the Treasurer, Geo. Y. Dibblee, which showed a very satisfactory year's work.

REPORT OF COUNCIL.

Fredericton, N.B., June 27th, 1912.

To the President and members of the New Brunswick Pharmaceutical Society.

Gentlemen:—Your Council beg to report as follows—Nine meetimgs have been held during the year just closed

In December last your Council regretfully accepted the resignation of Mr. S. A. R. McDonald, occasioned by the fact that he had arranged to take up his residence in British Columbia. As a member and also as President, Mr. McDonald always evinced a lively interest in the welfare of this Society, and your Council feel that the members will wish him every success in his future life.

In September last your Council effected an arrangement (as provided for in our Pharmacy Act) with the Pharmaceutical Societies of Alberta and Saskatchewan, whereby holders of certificates of this Society will be registered by those Societies without further examination, this Society agreeing to do likewise. In January last a communication was received from the Pharmaceutical Society of Great Britain containing the proposed basis for an agreement in connection with reciprocity of certificates within the Empire. It was submitted for the consideration of the Council of this Society with the request for an early reply. After due consideration your Council substantially approved of the proposition as outlined. Copies of the correspondence are on file.

In this month a communication was also received from the "Federation Internationale Pharmaceutique," with headquarters at Haye, Holland, asking for detailed information concerning this Society and inviting it to become a member of the Federation. In reply the required information was furnished and it was stated that the matter of joining the Federation would be dealt with at the annual meeting.

During the year just closed only one violation of the Pharmacy Act has been brought to the attention of your Council. It is now being dealt with, and it is hoped that the matter will be satisfactorily adjusted.

During the holiday season greetings were received from the Pharmaceutical Society of Great Britain, the Pharmaceutical Society of Queensland. All of these courtesies have been suitably acknowledged.

Two examinations have been held, one in January and the other during the current month. At both a goodly number of candidates presented themselves.

All of which is respectfully submitted.

(Signed) C. FRED CHESTNUT,
Secretary.

PRESIDENT'S ADDRESS, JUNE, 1912.

Officers and members of New Brunswick Pharmaceutical Society, gathered on the outskirts of this beautiful city, the fairest ornament of New Brunswick's queenly river, I welcome you to the 28th annual meeting of our Society, and congratulate you upon the harmony and prosperity that have attended the activities of the year.

Tuckett's Cigarettes sell out clean no profit-eating left overs They present a compact and convenient stock with total net profits large enough and stable enough to induce any long-headed business-like druggist to stock them. Tuckett *advertising* makes customers — Tuckett *quality* keeps them.

Tuckett's Cigarettes

Three Varieties — Retail Prices Quoted
Tuckett's Special Turkish, 15c for 10
Tuckett's Club Virginias, 15c for 10
Tuckett's T & B, - 10c for 10

NEAVE'S FOOD

FOR

INFANTS, GROWING CHILDREN, INVALIDS AND THE AGED . . .

The Standard Infants' Food in Great Britain for upwards of 85 years.

MANUFACTURED BY

J. R. NEAVE & CO., Fordingbridge, Eng.

Samples and Full Particulars forwarded to the trade by the Agent for Canada :

EDWIN UTLEY, 14 Front St. E., Toronto

Sold in 1 lb. tins and stocked by every wholesale druggist in Canada.

The Leading Line

Beecham's Pills

- Notice to the Trade -

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion, and the fact that Beecham's Pills are so well-known and valued by the residents who have come from the British Isles, the demand is rapidly increasing, and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price. The following firms are the Distributing Agents :

All Depots and Branches of the National Drug & Chemical Co. of Canada, Limited.
Messrs Lymans Limited., Montreal.
Messrs Lyman Bros. & Co., Limited, Toronto.
Messrs Martin Bole & Wynne Company, Winnipeg.

WHOLESALE PRICES :

Less than one dozen	$2.30 per dozen	less 5%
One dozen	2.20 " "	
Six dozen	2.10 " "	

Our Society has for its objects the betterment of its members, the restriction of unqualified persons carrying on drug businesses, and last but not least, the examining of candidates desiring to qualify and become efficient in the art of compounding and dispensing medicine.

We do not live in a period of retrogression. The world is better than ever before, its people cleaner and purer than those who preceded them.

Education has il minated the land and brought happiness to those who strive, and ,we welcome any agency that lends a helping hand to those who need it. I might just add here that it is rather sad that we have not an institution where our young men may take a course in Pharmacy, etc., and as we meet to consider and deliberate we might perhaps start a movement that would lead to a School of Pharmacy.

A short while ago I noticed in a paper that the coroner's jury recommended that the coroner request the Pharmaceutical Society to amend its laws and allow no carbolic acid to be sold except in a 10 per cent. solution or by prescription from a doctor. The coroner has not so far done so, but to my mind it would be a good move to have carbolic acid sold that way.

The passing year reminds us that "all that live must die, passing through nature to eternity." Since our last meeting prominent members of our Society have passed to their reward, devoted associates, men of ability and devotion who have served with honor in this body have "lain them down to rest." Their going has left such an empty place that we who continue will long keenly feel their loss. I refer to the late C. P. Clark and J. F. Bardsley, particularly Mr. Clark, who was, I believe, a charter member (if I may be permitted to use the phrase) of this Society.

While recording the virtues and seeking to perpetuate the memories of those who have "fallen by the way," we also welcome most cordially and heartily those members of the Society who meet with us for the first time.

My thanks are tendered to all members who, during the year, rendered me assistance, especially the efficient Secretary and Registrar, who, by their courtesy and promptness, lessened my burdens, which at most were not very hazardous. My relations with the officers and members have been most agreeable, and I trust our meeting will be fruitful of good results.

Respectfully,
R. HARRY ROBB.

REGISTRAR'S REPORT.

To the President, Officers and Members of the New Brunswick Pharmaceutical Society:

Your Registrar herewith presents his annual report.

The total number of persons legally qualified to engage in the drug business is one hundred and sixty-five, as follows: Business qualifications, 24; diplomas, 60; servitude, 7; physicians, 17; diploma holders not registered,1 57; total, 165.

Financial Report.

108 Registrations at f$3.00	$324.00
8 applications ati $5.00	40.00
23 re-examinations at $1.00	23.00
Arrears	9.00
4 diplomas at $5.00	20.00
Total	416.00
Paid to Treasurer	416.00

Since our last meeting one of our oldest charter members has passed away. In the formation of our Society and during the first years of its existence, the names of Mr. C. P. Clarke and Mr. George C. Hunt, who predeceased him, by a few months, were always prominent, giving freely of their time and attention for the benefit of the Society and the betterment of its members. Although it is some years since Mr. Hunt and Mr. Clarke have been actively concerned in the drug business and the work of our Society, their characters will be long remembered and looked up to by those of us who have the future of our craft at heart, as "men of sterling worth and fixed integrity," whose example none of us need blush to emulate, men with old-fashioned ideas of honor to their profession and respect for the rights of their fellows, men who never found it necessary, during their long and honorable career, to cheapen and degrade the profession they honored and dignified in the eyes of the world for the sake of the few dollars to be made by catering to the lowest instincts of a bargain-loving public, as men who considered their honor before the pocket, and to whom conscience was greater than cash.

It is also with much regret that I have to record the loss of one of our active members, Mr. Joseph F. Bardsley, who died December 29, 1911. Mr. Bardsley was one of our youngest druggists, hard-working and ambitious, and was laying the foundation of a successful business.

While all will regret the departure to the great West of our friend and past President, Mr. S. A. R. MacDonald, I am sure that all of us wish him every success in the new field that he has chosen for his activities.

In regard to that part of my duties which requires me to receive applications for examinations and to report the results, I may say that the number applying for examination remains about the same as last year. The large number of re-examinations (twenty-four) shows one of two things, either the candidates are taking undue advantage of the amendment of 1905 and taking one subject at a time, or they are not studying in

Merck's Ether for Anaesthesia

E. Merck

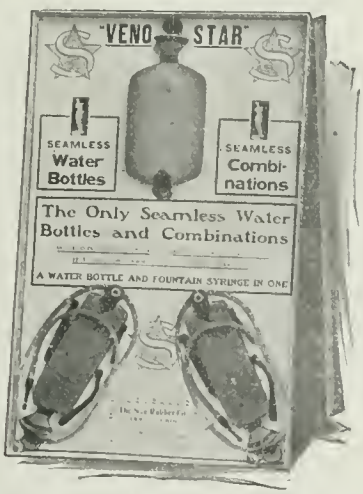
Guaranteed pure and especially suitable for Anaesthesia by Inhalation, therefore preferred and in daily use by prominent Physicians and Hospitals all the world over.

Supplied in 4 oz. and 1 lb. g.s. bottles

Darmstadt

REMINDER!

Keep well stoppered in a cool place. Its vapor being highly inflammable, administer only by daylight or electric light.



STAR SEAMLESS Water Bottles

TRIM YOUR WINDOW WITH THE

"Ever Ready Window Display"

Sent free with your Star Water Bottle order.

VENO-STAR WATER BOTTLES are the only strictly seemless ones made. Moulded in one piece—Made of the best obtainable grade of Para Rubber—They are full capacity and fully guaranteed.

Ask Your Jobber or Write us Regarding our Special Offer.

THE STAR RUBBER COMPANY

170 Sweitzer Ave. **AKRON, OHIO**

Glaxo

A MILK FOOD

FOR

INFANTS and INVALIDS—

Three Sizes:

40c, 75c, $2.00

Per Tin

You will be interested in this food which is Strictly Price Protected, and which makes you friends among your customers.

Glaxo is fully endorsed by the leading dietetic authorities of the world.

Samples and Advertising Matter Sent upon Request

G. W. DAVEY and CO.,

Sole Canadian Agents and Distributors to the Trade.

25 Empress Bldg. Winnipeg

77 Adelaide St., W. Toronto.

Y & S STICK LICORICE

NOW PACKED FOR THE FIRST TIME IN INDIVIDUAL 5 cent BOXES

WE MAKE EVERYTHING IN LICORICE

AN INNOVATION WHICH HAS WON INSTANT POPULARITY. IT HAS MANY ATTRACTIVE FEATURES

ALL DRUGGISTS AND CONFECTIONERS

MADE SOLELY BY

NATIONAL LICORICE COMPANY

MONTREAL

the right way. Our exams are not hard compared with those of the other provinces, and a careful study of "Squire's Companion" and any elementary work on chemistry should be ample preparation.

It has come to my notice since our last meeting that one of our members has been compelled to do jury duty, apparently from ignorance of the law by both summoner and the summoned. This is in direct contravention of Chapter 126, section 5, Consolidated Statutes of New Brunswick, which distinctly states that

"All members in good standing of the New Brunswick Pharmaceutical Society shall be exempt from serving on juries; provided, however, that the Secretary of the said Society shall annually, on or before the first day of March, file with the sheriffs of the different counties of this Province a list of the members of the said Society in good standing."

This last mentioned condition has been faithfully carried out by our Secretary, and to me there seems no reason why our members should not enjoy this one of the few privileges that have been granted us.

All of which is respectfully submitted.

(Signed) E. R. W. INGRAHAM,
Registrar.

METHODS OF REMOVING SILVER NITRATE STAINS.

(1) Stains of silver nitrate may be readily removed from clothing or hands by wetting the stain or mark with a solution of bichromate of mercury. This chemical is the means of changing the black looking nitrate of silver into chromate of silver, which is white or invisible on the cloth.

(2) By applying the following mixture stains also may be removed: Sodium sulphite, 1 ounce; chloride of lime, ½ ounce; water, 2 ounces. Mix and use with a camel's hair brush.

(3) Dip the fingers in a strong solution of cupric chloride. In about a minute the silver will be converted into the chloride, which is white and soluble and which can then be washed off with sodium hypophosphite solution.

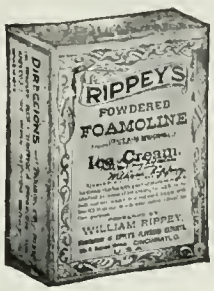
(4) Bichloride of mercury, 5 grammes; ammonium chloride, 5 grammes; distilled water, 40 grammes. Mix and apply the mixture to spots with cloth, then rub. This removes almost immediately even long standing stains on linen, cotton and wool. Skin stains thus treated become whitish-yellow and soon disappear.

The man who lives beyond his means pays for it, if not in cash.

RIPPEY'S
Powdered Foamoline

(TRADE MARK REGISTERE)

Specially Prepar for Manufacturers of
ICE CREAM
Sherbets
Fruit-Frosts
and
Water-Ices



Rippey's Powdered Foamoline not only enriches your Ice Cream and gives it that smooth, pasty appearance, so much admired by lovers of IceCream, but adds to its bulk and will remain firm and solid longer with less ice and less labor than any article ever before offered for that purpose.

No Heat or Eggs required, you simply mix Rippey's Powdered Foamoline with the sugar while dry, add your cream or milk and it is ready for the Freezer.

For a limited time we will send by mail, postage paid, full half pound on receipt of 25 cents in stamps. Our formulas for ice cream, sherbets, fruit-frosts and water ices mailed free on receipt of your address.

CAUTION—Rippeyls Powdered Foamoline is packed in 1 pound boxes with registered trade mark and signature of William Rippey on every box. Never sold in bulk.

SERIAL No. 2129 **PRICE, 35 cents per pound**

WILLIAM RIPPEY
200 East 2nd St. CINCINNATI, OHIO

Secure the Agency for
The ACOUSTICON

Druggists are invited to write us regarding the agency for their town for the "Acousticon." We are open to make arrangements with one good druggist in each town in Canada where we are not now represented.

Not only will the Acousticon sell itself, but it will bring every deaf person and the friends of every deaf person in your community to your store and enable you to make them your permanent customers.

Druggists Say Securing the Acousticon Agency Is Like Finding Money.

Write us to-day for our proposition. The "Acousticon" is the original electrical aid to hearing—it carries the endorsement of 70,000 users. Note the regulator, six different adjustments on the one instrument, enabling the user to adjust it at once to the speaker's voice.

The new sound regulator

General Acoustic Co.
of Canada, Limited
468 Yonge St. - TORONTO

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The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

Full stocks are held at the following depots:—

TORONTO, ONT.: W. J. A. & H. Carnahan; Drug Trading Co.—LONDON, ONT.: Cairncross & Lawrence—WINNIPEG, MAN.—R. A. Gillespie—VANCOUVER, B. C.: J. A. Tepoorten & Co.—CALGARY, ALBERTA: Lam Lindlay Drug Co.

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Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums
and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

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"FROSST'S"

PHARMACEUTICALS

A uniform quality.

A uniform discount throughout.

When ordering from your wholesaler specify "Frosst."

Charles E. Frosst & Co. **Montreal**

FREE SAMPLE

In order that you may test the extraordinary qualities of

"SAPHO"

INSECTICIDE

we will send you on request a

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with sprayer gratis.

The extraordinary sale of

SAPHO INSECTICIDE

in the Province of Quebec prove the work of a preparation which radically exterminates all insects. The summer season is the selling season.

Write for Prices and Local Paper Advt. Proposition

The Sapho Manufacturing Co., Limited

586 Henri Julien Ave., MONTREAL.

Write to-day for a

New Torrey Honing Strop

It is yours

Absolutely Free

EVERY dealer who has not already received one of our strops free should write for one to-day It is the greatest advance in strop making in many years—the result of half-a-century of experience. The New Torrey Strop will keep a razor in perfect condition—so it will always give you a close, clean, comfortable shave.

So you will know by experience how good the New Torrey Honing Strop is—so you can tell your customers how perfectly it keeps a razor—tell us the name of your jobber and we will send you a strop absolutely free, except for duty.

Write for it to-day

J. R. TORREY & CO.

Dept. F Worcester, Mass.

CANADIAN PHARMACEUTICAL ASSOCIATION

FIFTH ANNUAL MEETING.

Most Successful Meeting In History of Association.

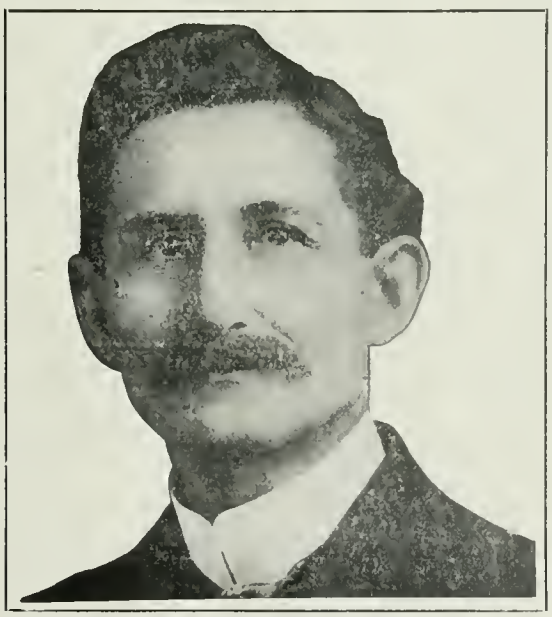
Canadian Formulary Education—Interchange of Diplomas—Commercial Interests—Mr. J. H. Jury Elected President—Mr. G. E. Gibbard Re-elected Secretary.

The fifth annual convention of the Canadian Pharmaceutical Association assembled in the Auditorium of the Aberdeen School, Vancouver, on August 5th.

About thirty-five started from Toronto in a special coach, as far as Winnipeg, where they were joined by the Manitoba contingent, who had also chartered a special coach.

The convention opened at 11 a.m. with President Nelson in the chair. A warm and hearty welcome was extended by the President, after which greetings and introductions filled in the time.

In the afternoon the formal opening of the meeting took pace, being a provincial and civic reception. The President first introduced Mr. H. H. Watson, M. P. P., who appeared for Premier McBride. Mr. Watson was most cordial in his welcome, and directed attention to the advantages and prospects to which he welcomed the convention.



MR. J. H. H. JURY, PRESIDENT

MR. CHAS. NELSON, PAST PRESIDENT

FREEDOM OF THE CITY.

Mayor Findley, in his welcome to the convention, extended the freedom of the city, and presented to President Nelson a golden key, with an earnest wish that the members present would spend a happy time while in Vancouver, and finally wished the Association continued prosperity and advancement.

PRESENTATION TO THE SECRETARY.

As an appreciation for the work done in connection with the convention by the Secretary, Mr. G. E. Gibbard, he was presented with an engraved watch fob and a pair of cuff links. The presentation was made by Mr. L. P. Ryan, of Montreal, who voiced the opinion of every member present by saying that their worthy Secretary, with his usual indefatigable energy, had helped very materially in making a success of the fifth convention.

The second day's business started with the President's annual address, which was one of the most meritorious ever presented to the association, presenting a comprehensive review of present conditions existing in Canadian pharmacy,and presenting clearly the difficulties facing the craft, the problems to be solved, and outlining the course to be pursued, which, in Mr. Nelson's judgment, should be pursued by the association in its efforts to ameliorate conditions and advance the welfare of the craft at large. A touching reference was made to the loss to the association through the lamented death of the late A. W. P. Gourlie, chairman of the Committee on Commercial Interests. Quotations were given from many letters received during the year.

Among matters of interest to come before the convention were mentioned: "Interchange of Dip-

lomas," "Canadian Formulary Education," "Commercial Interests." On the former it was recommended that a strong man be secured to canvass the entire Dominion, explain the association's views, actions and wishes, and enlist absolute support to the resolution of the association, and also promote the interests of the Canadian Formulary.

The Supplementary Committee on Resolutions presented its report, which recommended the elimination of the Committee on the Progress of Pharmacy and that a reporter on the progress of pharmacy be appointed instead; an advertising campaign in promotion of the use of the Canadian Formulary, and that an appropriation of funds be made for the purpose. Satisfaction was expressed that encouragement was given to the belief that the status of pharmacists in the militia was to be established on a satisfactory basis.

The Resolution Committee presented a resolution expressing the gratitude and appreciation of the convention at the arrangement of the programme of the meeting, and also for the entertainment provided by the President and his committee, who so successfully managed the meeting.

The report of the special committee appointed to consider the advisability of establishing a co-operative manufacture for a line of medicinal preparations and toilet articles, recommended a scheme for adoption by the convention which carried no financial responsibility.

Officers for the ensuing year were appointed as follows:

J. H. H. Jury, Bowmanville, Ont., president.

E. Nesbitt, Winnipeg, vice-president.

G. E. Gibbard, Toronto, secretary-treasurer.

F. J. McKenzie, M.P.P., convenor of Committee on Legislation.

John Hargreaves, Toronto, convenor of Committee on Canadian Formulary and Practical Pharmacy.

C. W. Campbell, Winnipeg, convenor of Committee on Pharmaceutical Legislation.

E. S. Knowlton, Vancouver, convenor of Committee on Commercial Interests.

Professor Bletcher, reporter on the progress of pharmacy.

The report of the Committee on Legislation contained the gratifying intelligence that the Hon. Col. Hughes, Minister of Militia, had definitely promised to accord to pharmacists the status in the militia to which their professional standing entitled them.

A paper on "Standardizing Prices," by Mr. Tremble, Montreal, produced a very interesting and profitable discussion, in which a large number took part. The one feature of this discussion was the testimony to the good results of local organization in "standardizing prices" and trade protection.

The fourth day opened with the Committee on Resolutions in the spotlight. Chairman Cochrane presented the report of that committee dealing with the divergent views of the association and the National Drug & Chemical Co., on the distribution of the Na-Dru-Co line. The report recited the history of the controversy and the scheme of price protection as first introduced. It referred to the attack on the officers of the association and denied the right of any firm to dictate to the association as to what policy or plan it may adopt or pursue. A protest was made against the effort of the company to establish an accord between pharmacists and general stores and against the claim advanced by the company that it was the pioneer in the field of price protected lines. After reciting the above, the resolution adopted was the following:

(1) Resolved that this convention of the Canadian Pharmaceutical Association hereby places on record a declaration of its inherent right and freedom to adopt any plan for the marketing of any lines of price protected and trade protected goods which they deem advisable, and to recommend the same to its members for their support and co-operation.

(2) Resolved that in carrying out our declared right, as expressed in resolution number 1, above, this association hereby re-affirms the resolution of the convention last year as follows: That in view of the failure to reach an agreement with the National Drug & Chemical Co., Limited, regarding the resolution of your association requesting the management of that company to refuse to sell Na-Dru-Co preparations to any dealer except a registered druggist in places where registered druggists are located, this association places itself on record that the best interests of Canadian pharmacy and sound, legitimate merchandising demand that no line of goods not adopting this principle be endorsed by this association.

(3) Resolved that we confidently expect the support and co-operation of retail pharmacists throughout the Dominion in our attitude as expressed above on this question.

Correspondence was presented by the secretary, containing communications from Mr. C. W. Tinling, of the National, in reply to the request of the association made at the Montreal convention re the sale of Na-Dru-Co goods to general stores; from the Hon. Mr. Nantel, on proposed amendments to the Patent Medicine Act; from the Hon. Col. Hughes, re the status of pharmacists in the Canadian militia. These went to the various committees.

The afternoon session opened with a paper by Mr. Watters, of Ottawa, on "Sound Ethical Price Regulation for the Pharmacist and Others." This paper dealt with the question of wholesale prices from the basis of $2.00, $4.00 and $8.00, as adopted by the association, and quoted cases where this principle in pricing had been ignored by firms mar-

The Razor For Which Men Willingly Pay a Five Dollar Bill

With some razors you have to depend for sales on cheapness. You make but a paltry profit, and the purchasers are soon convinced that they paid quite enough for what they got.

With other razors some special selling plan is depended on—a month's free trial of the regular razor, or a trial razor at a fraction of the price asked for the regular model.

THE GILLETTE SAFETY RAZOR

easily outsells them all, and on this ground only—that it gives a REAL SHAVE—the best a man can enjoy.

No cut prices or other special inducements are needed to coax men to take home the GILLETTE. Over a million a year willingly buy it outright, and pay the full price for it.

As for trial models, no shaving device has ever been produced to sell at less than $5.00 which COULD successfully demonstrate the smooth perfection of the GILLETTE shave. Therefore we offer no trial model.

If you want a live, clean, high-class razor trade, at profitable, protected prices, and no returns or dissatisfaction—

Concentrate on the GILLETTE —it pays.

The Gillette Safety Razor Co.

of Canada, Limited

Office and Factory:

THE NEW GILLETTE BUILDING

ST. ALEXANDER STREET, MONTREAL

TRADE Gillette MARK
KNOWN THE WORLD OVER

keting goods on the price-controlled principle, and who were charging from 25c. to $1.00 per dozen above these figures. The pharmacists were urged to resist the action and preserve self-respect by a strenuous refusal to countenance such goods.

The report of the Committee on Commercial Interests, presented by Mr. Knowlton, reviewed the business conditions prevailing during the year, and pronounced them fairly satisfactory. The upward tendencies of wholesale drug prices were noted, and also the fact that advance in retail prices had not kept pace with such, especially the pricing of prescriptions. It urged that the schedule of prices adopted at the Halifax meeting be again emphasized and that members steadily work up to it. The Canadian Formulary was recommended as a protection against the menace of multiplied proprietary pharmaceuticals. A set of rules for shop conduct and salesmanship was suggested.

Mr. Thompson, of Halifax, presented a paper, dealing with the antagonistic attitude developing between the association and the National Drug and Chemical Co. This was referred to the committee on resolutions. Just here was the outcropping of the question looked forward to as the feature of the convention, "The relationship between wholesale and retail," and on motion all papers and letters referring to or dealing with this question were referred to the same committee.

Mr. Pepper presented a paper on "The making and selling of our own preparations." This was practically a history of a successful campaign conducted by Mr. Pepper himself, in promoting a line of "Own Preparation," and as such will be of high value to every member intent on increasing profits "The selling" is specially valuable.

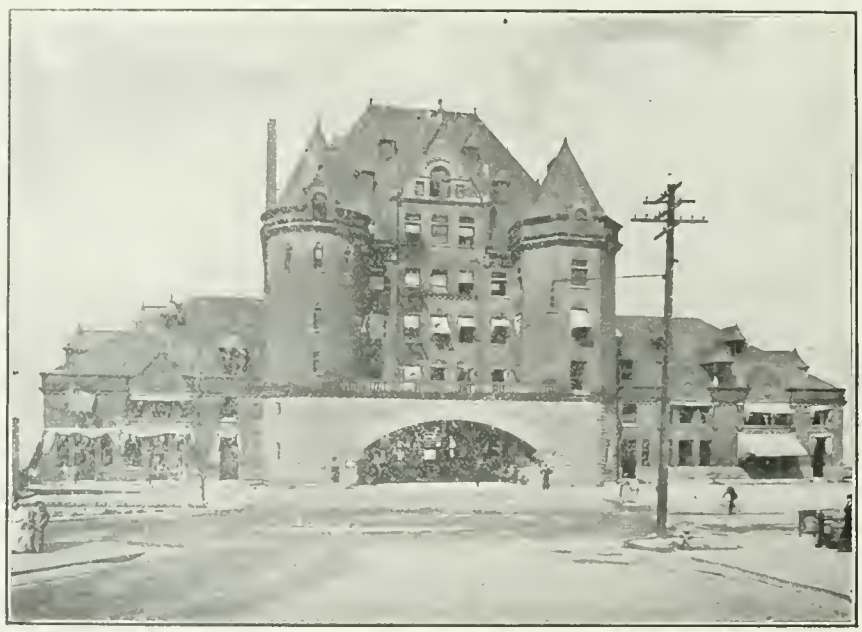
The third day, after routine, the Committee on Resolutions presented its first report. This dealt with only one subject, a "line of preparations," for druggists only, manufactured by a co-operative company, the recommendation being for a special committee to consider and report to the convention.

The Credentials Committee reported the presence of thirteen elected delegates and 102 members as qualified to take part in the business of the convention.

A TRIP ON THE WATER.

The entire party journeyed to Wigwam Inn on the North Arm, aboard the S.S. Alluvia, where a photograph was taken of the convention delegates.

Reports from the Committee on Legislation, the Committee on Canadian Formulary and the Committee on Progress of Pharmacy were read and discussed during the afternoon. There was also a special paper, prepared by Mr. W. W. Heming, of Swan River, Man., on "Canadian Pharmacy and How to Improve It."



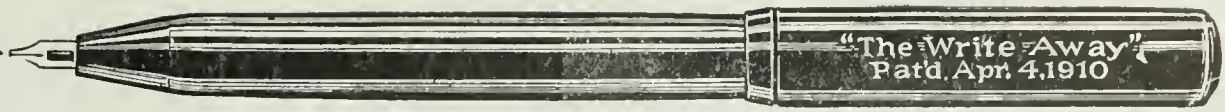
Canadian Pacific Railway Depot, Vancouver, B C.

A letter was read from Prof. Remington, Dean of the Philadelphia College of Pharmacy, inviting the association to send delegates to the annual convention of the American Pharmaceutical Association, to be held in Denver on August 19. Action was deferred.

Colonel Hughes' announcement that members of the Pharmaceutical Association will be placed on a level with medical officers in the militia, was received with applause and satisfaction.

THE ATTENDANCE.

The roll shows an attendance of 160, together with friends and ladies. The sessions and committee meetings were well attended. The following is



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For Students, Children, Farmers, Book-Keepers, Professional Men, Etc.

Popular with all classes—because it is popular in price and has no complicated parts to get out of order—always ready and always writing well.

The Write-away Fountain Pen has a patent interchangeable pen point section and shuttle type feed bar or plunger which regulates the flow of ink to the pen point.

Put it in stock—or send for sample if you like first—it will cost you 35c.

There is big business awaiting you and good profit.

Ask your dealer for WRITE-AWAY INKS and Mucilage, the *best* that *money* can buy. An ideal INK for office and general use. 10c lower prices.

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The Write-Away Fountain Pen Co., Limited

BERLIN, ONT., CAN.

EGYPTIAN VIOLET GLYCERINE

A Perfect Soap

Unsurpassed for Beauty of Fragrance, having the Odor of the Natural Violet Flower.

Composed of the best materials obtainable only and is absolutely pure. When used for the toilet and bath has a most refreshing effect and permeates the entire room with the odor of fresh violets.

Packed three cakes in a very attractive box, and one-half gross samples furnished gratis with each gross of soap. Write for particulars and prices.

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THE MARVEL

"WHIRLING SPRAY" SYRINGE

IT IS A MARVEL

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

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Sovereign Perfumes, Ltd.

CANADA'S
Largest
Makers of

Perfumes
and
Toilet Preparations

TORONTO

GILLETT'S LYE
HAS MANY USES.

It makes soap. It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It's a fine disinfectant.

GILLETT'S CAUSTIC SODA.
GILLETT'S CREAM TARTAR.
(Chemically Pure)

Should be sold by every druggist in Canada.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

E.W. GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

a list of the delegates from outside points.

G. E. Gibbard, Toronto; R. W. McIntyre, Toronto; H. Robinson, Oakville, Ont.; A. R. Crosby, Summerside, P.E.I.; G. H. Graydon, Edmonton; A. E. Ferguson, Wolsley, Sask.; Robert Martin, Regina; W. F. McGill, Calgary; W. T. Esdale, Calgary; H. J. Brown, Winnipeg; W. G. Lockhead, Oshawa, Ont.; A. J. Brooking, Winnipeg; J. H. Hl Jury, Bowmanville, Ont.; M. F. Derby, Selkirk, Ont.; Jas. McClung, Moose Jaw, Sask.; J. W. Struthers, Toronto; E. G. Hewitt, Maple Creek, Sask.; J. L. White, Greenwood, B.C.; H.N. Smith, Eburne, B.C.; O. S. Moore, Olds, Alta.; J. D. Nesbitt, Lanark, Ont.; A. A. Thompson, Halifax; J. G. McLean, Lanark, Ont.; Geo. Puddy, Toronto; John Morden, Lanark; J. H. Dodds, Provost, Alta.; J. S. Armitage, Paris, Ont.; J. T. Pepper, Woodstock, Ont.; J. H. Clements, Kamloops, B.C.; W. D. Cuthbertson, Lanark; G. J. Hunt, Lanark; J. A. Gohier, Montreal; Dr. F. G. Pearson, Brantford; C. S. Pingle, Medicine Hat; W. L. Roberts, Brantford; A. S. Jolicoeur, Quebec; T. A. Cromwell, Winnipeg; J. F. Halloway, Toronto; G. Dalmage, Saskatoon; H. H. Davidson, Moose Jaw; H. G. Bletcher, Winnipeg; P. B. Willetts, Kelowna, B.C.; J. H. Emery, Victoria; F. J. McKenzie, New Westminster; G. G. Ryan, Montreal; A. F. McDuffee, Raymond, Alta.; R. Park, Toronto; H. F. Sproule, Toronto; J. M. Sissons, Edmonton; G. M. Gemmill, Merritt, B.C.; W. C. Beach, Calgary; John Love, Phoenix, B.C.; H. L. Tweed, Medicine Hat; G. M. Johnston, Medicine Hat; G. L. McWilliams, Summerland, B.C.; Miss Simpson, Innisfail, Sask.; G. A. Rucker, St. John, N.B.; S. W. Fisher, Ladner, B.C.; C. W. Campbell, Winnipeg; R. F. Butchart, Minnedosa, Man.; E. J. Williams, Calgary.

(Continued on page 625.)

ANTISEPTIC ACTION OF SALVES.

As early as 1881, Robert Koch stated that carbolic acid dissolved in oil or alcohol has no bactericidal action: and several workers since then have shown that the solvent in which the antiseptic is dissolved has a great effect on its power of destroying organisms. In spite of the large extent to which they are used, carbolated oils and carbolated vaseline have practically no antiseptic value. The phenol cannot diffuse out of the solvent into the blood plasma, and the same thing applies to other antiseptics. Another point deserves consideration. Equimolecular solutions of different salts of a poisonous metal, mercury, for instance, are not found to be of the same toxicity, although equal volumes will contain the same amount of metal. This is evidently due to the different degrees of dissociation of the salts, so that the solutions are not of the same iron concentrations. The conclusion, therefore, seems to be justified that the presence of a dissociating solvents such as water, is necessary for the proper bactericidal action of any substance. In order to furnish a dissociating solvent in salves and ointments, a base should be used which contains water, such as hydrous lanolin. Vaseline, simple fats, and anhydrous lanolin are of no value. The conditions must be such that the soluble compounds can diffuse from the salve into the plasma of the wound or skin, and also ionize if their chemical nature permits it. This view is further supported by the fact that, of various organic mercury compounds proposed as antiseptics, only those are active in which the mercury is present in ionizable condition. (Kuehl., Pharm. Zentralhalle, 1912, p. 273.)

Residence on Shaughnessy Heights, Vancouver, B.C.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

To the Editor The Canadian Druggist :

In your issue for August you had an editorial in which you laid some stress on the importance of cultivating the good-will and co-operation of the physicians, and my experience certainly corroborated what you have said in this regard. The physicians in this town have for the most part adhered to the practice of writing their prescriptions, although one or two of them still dispense to some extent, and I think I may fairly take the credit towards doing something about bringing about this condition of affairs by endeavoring in every instance to give the physician what is due him, and abstaining from counter prescribing or anything else which would cause dissatisfaction. The druggists in this town and physicians are all on the best of terms and I believe that if we would "give and take" more in our dealings there would be but little friction between the two professions.

I fully agree with your suggestion that the executive of the leading Pharmaceutical Associations should endeavor to bring about joint meetings of druggists and physicians wherever possible in order to discuss matters affecting the interests of both.

Yours truly,

AN ONTARIO DRUGGIST.

August 23rd, 1912.

Editor Canadian Druggist,

Toronto.

Dear Sir,—Will it be necessary for a registered druggist ,of Mass., U.S.A., to take an examination before he is able to open a drug store in British Columbia ?

109 School St. HARRY L. MacCREADY.

Taunton, Mass.

It will be necessary for you to pass the usual examination before you are allowed to open up a drug store in British Columbia or any other province in Canada.—Editor.

Editor Canadian Druggist,

Toronto.

Dear Sir,—A few months ago an article appeared in your paper advocating photographic goods as a side line, and I would like to say that after reading it, I considered the matter very thoroughly, and decided to put in a stock of cameras and supplies. I sent for some literature on photography and began to study the camera, printing, developing, etc. I then bought a kodak, in which I soon became interested, and took some very good pictures. I then put in a good big stock, and was much surprised to find my cameras selling before I had them properly arranged in the window. My sales gradually increased, my orders for printing are now coming in at such a rate that I have engaged an extra clerk to attend to the store in order to give me more time for the photographic work. I might say that it was simply reading your article that prompted me to take this matter up, and I feel indebted to the author, since it has proved to be the best side line by far that I have yet tried ; in fact, it forms the major portion of my business, and apparently the drugs are the side lines. Wishing your Journal every success, I am

Yours truly,

London, Ont. E. F. J.

IMPORTANCE OF ADJUSTMENT.

F. W. Davis, M. D., in the Lancet-Clinic, expresses surprise at the scant attention given to adjustment. It has practical bearing on simple as well as compound lenses, but usually the matter is dismissed after the first adjustment.

Text-books on opthalmology usually ignore the matter, assuming that students need no instruction on the subject. In astigmatism,as patients sometimes discard their glasses in a short while, thinking them useless or worse than useless, when the fault lies wholly in the position. The following case will illustrate the above statement :

S. F., forty years of age, complained of severe headaches and vertigo after using his eyes. Refraction under homatropine showed the following condition :

Right eye, plus 1 spherical combined with plus .50 cylinder axis 45 degrees.

MADE IN CANADA

Caustic Soda 75-76-77%

Bleaching Powder 35-37%

(WINDSOR BRAND)

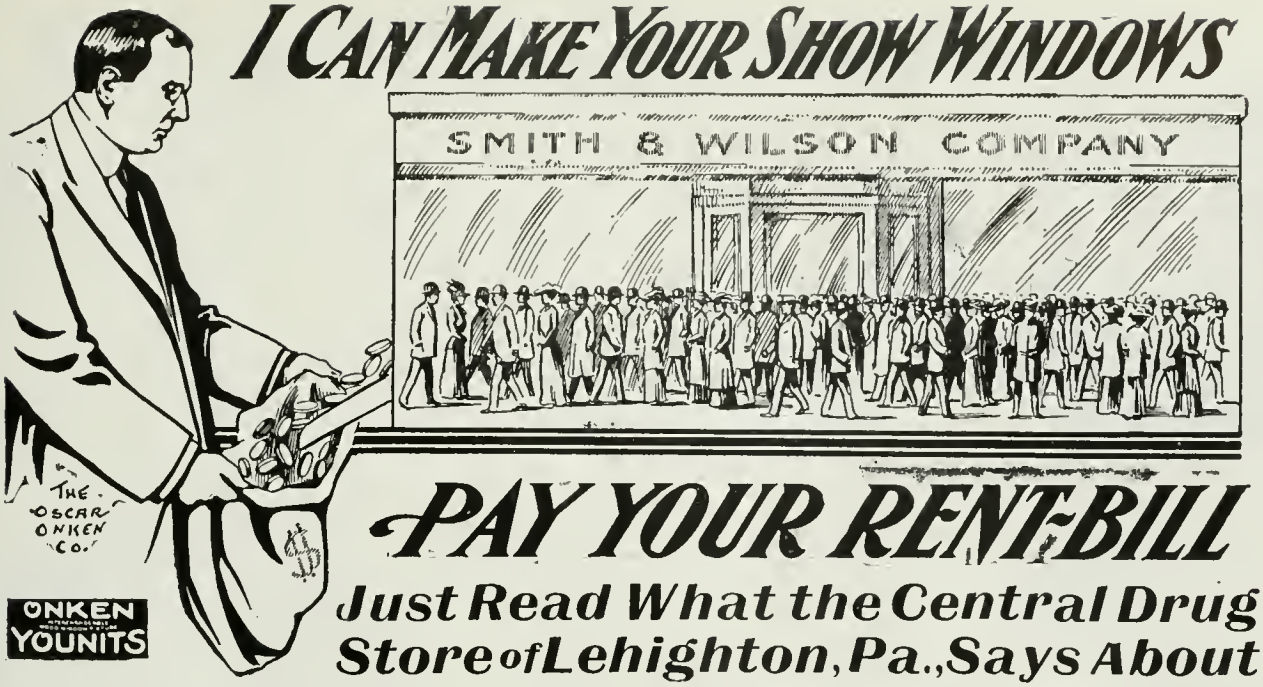
The Canadian Salt Co., Limited

WINDSOR - ONTARIO

THE NICHOLS CHEMICAL CO., Limited

(Selling Agents for Canada)

I CAN MAKE YOUR SHOW WINDOWS



PAY YOUR RENT-BILL

Just Read What the Central Drug Store of Lehighton, Pa., Says About

ONKEN YOUNITS

Here's the Letter:

Semmel's Central Drug Store

Lehighton, Pa., January 20th, 1912.

The Oscar Onken Co.,
Cincinnati, O.

Gentlemen,—It was either patience or tact "on the part of your representative" that persuaded me to purchase your YOUNIT Window Fixtures, for I was quite reluctant, but, after having placed them in my window, I was convinced that I had taken advantage of a rare advertising medium.

The set of YOUNIT Fixtures arrived shortly before Xmas and I honestly believe they have increased my business twenty per cent. In the future I am for ONKEN YOUNITS because they stand for progress. It's the best twenty-five dollar investment I ever made.

Yours truly,
F. P. SEMMEL, JR.

Here's the Show Window:

A prize window trim made with only a part of the YOUNITS in Set No. 5, made by Semmel's Central Drug Store, of Lehighton, Pa.

ONKEN INTERCHANGEABLE WOOD WINDOW FIXTURE YOUNITS

Patented 1911 in United States and Foreign Countries.

- - - - Now I positively can do the same thing for you with either my **$21.00** or **$35.00** set of **Drug Store Window Fixtures.**

- - - - The price and investment should not be considered when results of this kind knock at your door.

My Two Drug Sets

Set No. 5 Large enough for two windows and inside store use. 140 YOUNITS. **$35.00**

Set No. 5½ Large enough for one window. 88 YOUNITS **$21.00**

Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the southern Canadian Border.

Finish Made of select Oak in three stock finishes, Weathered, Golden and Antique Oak, all in a soft, mellow, waxed finish.

Storage Chest Each set is put up in a hardwood hinged-lid storage chest (oiled finish), a place to keep the unused YOUNITS.

Book of Designs A beautiful book of photographs showing large size trims made with my YOUNITS sent FREE with each set.

Shipments made at once. **Every set guaranteed absolutely.**

THE OSCAR ONKEN CO.

Established 32 years

736 Fourth Ave.,
Cincinnati,
Ohio,
U.S.A.

Order through your JOBBER or DIRECT

The Oscar Onken Co., 736 Fourth Ave., Cincinnati, Ohio.
Send me your Window Fixture Booklet .....
Firm .....
City ..... Business .....

22

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the mos popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5 35	6 Gross
¾ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	1 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS — DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. — MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

Patterson's Candy

SPECIAL LINES which should be in every high-class drug store:

"Theatre Chocolates"
"Private Stock Chocolates"
"Chocolates Imperators"
"Chocolates Deliciosos"

(in one-half and one pound packages)

"A Matter of Good Taste"

Write us for terms and proposition if we are not represented in your locality.

THE PATTERSON CANDY CO. TORONTO

Your Profit 100 per cent When You Sell

THE KILLKORN SAFETY CORN SHAVER AND Callous Remover

Price 50c

Money-back-guarantee Coupon with each Killkorn

This wonderful little invention for human necessity is indispensable in nearly every home.

Sells at Sight — Does the Work
Brings more Orders
Makes Friends — Makes Big Profits

In Leatherette case with 2 scientifically tested German Steel Blades

Order from Jobber, $3.60 Doz.

Special Discount Gross Lots

If your jobber cannot supply you, Write to us.

Segal Manufacturing Co.

New York, - - U. S. A.

BUSH'S ENGLISH ESSENTIAL OILS

GUARANTEED B.P., 1898.

SANDALWOOD, CUBEBS, LEMON, CLOVES, LAVENDER, ORRIS, ETC.

OLEO-RESINS - ESSENCES

CONCENTRATED PERFUMES

CHLOROFORM, B.P.

for ANAESTHESIA.

POTTER & MOORE'S OLD ENGLISH LAVENDER WATER

W. J. BUSH & CO.

(CANADA) LIMITED.

490 ST. PAUL ST., MONTREAL
122 WELLINGTON ST. W., TORONTO
WINNIPEG AND VANCOUVER

PHARMACY IN GREAT BRITAIN

British Pharmaceutical Conference in Edinburgh—Drug Cultivation in England—Pharmacists and Nantional Insurance—Penalties for sale of Unstamped Medicines—A Year's Deaths by Poisoning—The Chemical Markets.

(From our London Correspondent.)

The event of the month has been the meeting of the British Pharmaceutical Conference in Edinburgh, a city closely identified with the progress of pharmacy in many important respects. The Conference opened on July 29 in a reception by the Lord Provost and Corporation of Edinburgh, which was attended by about 600 delegates and visitors. Sessions of Conference took place on the two following days in the spacious rooms of the University Union, and the rest of the week was given up to social gatherings. Sir Edward Evans, the President, was supported by prominent members of the pharmaceutical profession, including Mr. Edmund White, Vice President of the Pharmaceutical Society; the Chairman of the North British Branch, Mr. J. Laidlaw Ewing, J.P., a past chairman of the Edinburg Merchant Company; Mr. R. A. Robinson, L.C.C., London; Sir William Baxter, President of the Pharmaceutical Society of Ireland; Mr. W. F. Wells, Dublin; Mr. John C. Umney and Mr. Thomas Tyrer, London.

Sir Edward Evans had a large audience to hear his presidential address, which dealt with many subjects of practical interest to pharmacists. The most suggestive part of his address was the extended reference to the question of drug cultivation in Great Britain. Sir Edward had just returned from a visit to the United States and Canada, and, drawing on his experiences in America, contrasted the position of affairs here with the conditions oversea. He was much impressed by all drugs sold in that country, had a Bureau of fact that the Government of the United States, in conditions oversea. He was much impressed by the Plant Industry in connection with the Department of Agriculture. From this Department important bulletins were issued, and as the result of its investigations the use of barks, roots, etc., of American origin had somewhat replaced the older drugs so familiar to the public years ago. He mentioned this matter as possibly the British Pharmaceutical Conference might think it worthy of consideration that the British Government should form in the Board of Agriculture a Department such as existed in the United States to further the growth in this country of roots and herbs, which the small holdings and allotments might be the channels of carrying into effect. The soil of this country seemed adaptable for this purpose, as what it did produce was superior to any produced elsewhere; for instance, belladonna, peppermint, lavender, valerian, henbane, &c. Alluding to the practice of pharmacy in Great Britain, Sir Edward Evans, basing his opinion on his forty-five years' experience of the drug trade, thought that the status and position of the pharmacist at the present time was better than it had been, but still greater had the public benefitted. He maintained, however, that the Government should have given chemists more protection than they did, as it was in the interests of the country as a whole that there should be within easy reach of all a qualified pharmacist giving individual attention to the business.

* * * * *

Papers read before the Conference numbered twenty-six and were well up to the standard of previous years. Mr. John Umney read a paper on "Commercial esters used in perfumery and for flavoring purposes;" Professor Ian Stewart, M.D., presented a communication on "The preparation of bacterial vaccines;" Mr. Thomas Tyrer read a paper on "Commercial Formates and other compounds," and Mr. J. Herbert Evans took for the title of an important communication "Suggestions for the more extended cultivation of drugs." In the discussion several speakers of great experience agreed that more should be done by the British Government to encourage the industry of the cultivation of medicinal plants in this country and in our overseas dominions. The uncertainty of the weather would prevent any large expansion of such cultivation in England, and it was often impossible to cultivate various drugs here at a remunerative price owing to foreign competition. At the closing session of the Conference an invitation to hold the Jubilee meeting in London next year was accepted, and Mr. John Umney was elected President. As a scientific congress and also as a great pharmaceutical festival the 1912 meeting was an undoubted success.

* * * * *

Pharmacists are watching very carefully the position of affairs between the medical profession and the Government in connection with the Insurance Act. The latest move of the doctors at the recent meeting of the British Medical Association indicated that the doctors do not intend to accept ser-

vice under the Act. To this ultimatum the Chancellor of the Exchequer has replied that when the important regulations of the Insurance Commissioners are issued, it will be found that the doctors' objections have been removed. The situation is acute, and it is feared the deadlock will be continued. From a pharmaceutical point of view, it is hoped that matters will be arranged between the medical profession and the Government to their mutual satisfaction.

* * * * *

The Board of Customs and Excise continue to be active in seeing that the provisions of the Medicine Stamp Act are strictly complied with. Two unfortunate chemists have recently found to their cost that it is a risky practice to sell an unstamped dutiable medicine. In one case a bottle of cough mixture was sold which should have had a stamp affixed, and a heavy fine was imposed for this neglect. In a case at one of the London courts on July 30, the defendant sold unstamped three bottles of "Cannabis for Corns," and two boxes of "Dr. Henderson's Skin Ointment." For the defence it was urged that the chemist thought the labels were inside the wrapper, as this was a frequent custom. Here again the defendant was heavily penalized.

* * * * *

A year's deaths by poisoning are chronicled in a report recently issued by the Registrar-General of England and Wales. From this statement it appears that in 1910 the number of deaths certified as due to accidental poisoning was 129 in the case of scheduled poisons, and by non-scheduled substances 92. The number of cases in which poisons were taken by suicides was 533, and there were 234 deaths caused by the administration of anaesthetics. The latter number is larger than in nine previous years, but the number of accidental deaths due to non-scheduled substances is lower than previously. The figures show that the sale of poisons is entrusted to a body of trained men who do their utmost to carry out the requirements of the Pharmacy Acts.

* * * * *

It is not often that a big firm of wholesale and manufacturing chemists gets into financial difficulties, but Messrs. T. Howard Lloyd & Co., of Leicester have had to call a meeting of their creditors. The deficiency is reported to be a very large one, running into many thousands of dollars, and a resolution has been passed in favor of the estate going into bankruptcy.

* * * * *

The drug and chemical markets have experienced a quiet time since my last review. Quinine will, it is expected, advance in price very shortly, and there is a good demand for this drug. It is reported that the new crop of ergot will be very short, if not a total failure. A report that codeine was to be reduced in price proved to be false. Opium remains unchanged, but menthol is dearer. Changes in value have been of trifling importance.

MANITOBA PHARMACEUTICAL ASSOCIATION.

The annual meeting of the Pharmaceutical Association of the Province of Manitoba was held in the College of Pharmacy in the city of Winnipeg on Thursday, July 4th. The following members being present: Messrs. T. Andrews, A. T. Connell, A. I. Brooking, L. D. Poyntz, E. D. Martin, R. T. Butchart, E. Nesbitt, H. E. Bletcher, and C. W. Campbell.

The minutes of the last meeting were read, and on motion of Messrs. Martin and Connell were received and adopted as read.

The report of the council was then read and adopted on motion of Messrs. Butchart and Brooking.

COUNCIL REPORT.

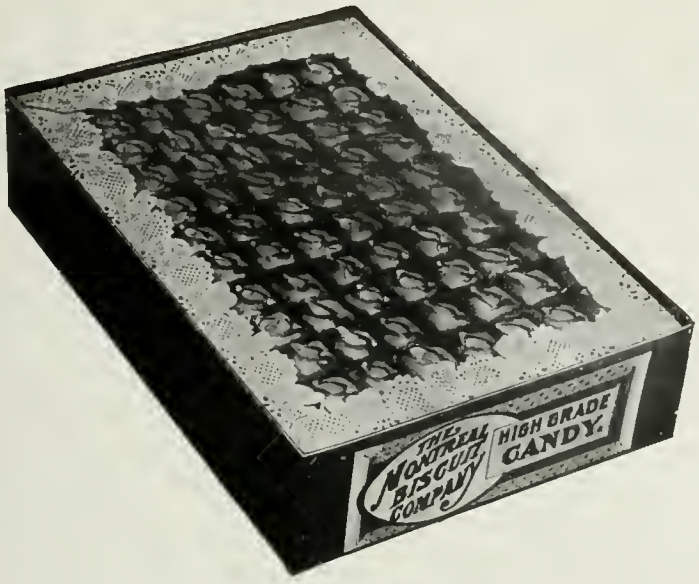
To the members of the Pharmaceutical Association of the Province of Manitoba:

Gentlemen,—We, your Council, beg to report as follows on the affairs of the Association for the year ending May 31st.

Three meetings of the council were held during the year at which there was an average attendance of five. Of the matters which have come up for consideration of your Board one of considerable importance is that of increased facilities at the Manitoba College of Pharmacy, also the advisability of the adoption of a two year course, an outline of which will be presented by Professor Bletcher. As it has been practically decided by the Council of the University to locate at the Tuxedo site, and as your Board has made application for a site for a college building in that location, it will be opportune for the annual meeting to express an opinion as to the policy to be pursued by the incoming Council relative to the matter of a new building.

In the financial report which has been laid before you, you will see that the position of your Association is improved over that of a year ago by the amount of $378.29. The cash receipts for the year were $904.01 in excess of the previous year while the disbursements show an increase of $210.87. The arrears for the current year are $87.50 of which amount $30.00 represents members in business. In the assets, the property account stands as a year ago, while fixtures, apparatus, etc., show a slight increase, and cash on hand is $460.29 greater.

The insurance on building and fixtures, apparatus, etc., which matured during the year has been



CHOCOLATE 'BORDO'

The Chocolate with a Quick Turnover

At 60 Per Cent. Profit

Here is the Chocolate that Makes the Volume of Sales and the Big Profits

It is the combination of quick **turnover** and **big profits** that makes **"BORDO"** Chocolate a proposition so well worth while handling.

Quick turnover means no stale, unsatisfactory goods: and you get this quick turnover because **"BORDO"** has a pure coating, an exquisite soft creamy centre, and a **flavor** that is absolutely different to all others.

And there is an evenness of quality about **"BORDO"** that insures a "come-back" trade with no dissatisfied consumers. That is worth a lot to the retailer.

You can make big profits on **"BORDO"** no matter what the size of the package it comes in. Note these figures:

	COST	
5 lb. Boxes	- -	each $1.25
1 lb. Boxes	- -	doz. 4.25
½ lb. Boxes	- -	doz. 2.25
10c. Pkgs.	- -	doz. .85

Send a Trial Order To-day.

The Montreal Biscuit Co.

Manufacturers of Biscuits and Confectionery

MONTREAL

renewed with an increase of $500.00 on the last item standing at the present time, $8,000.00 on building and $1500.00 on contents.

We regret to have to report the death of one of the members of the Association in the person of Mr. R. E. Prust, of Grand View, who was a graduate of the class of 1911.

We desire to call the attention of members to the annual convention of the C. Ph. A., which meets in Vancouver, commencing August 5th of this year, and would urge in the interests of pharmacy that those who can conveniently do so will attend on that occasion. In the past the C. Ph. A. has done good work in safeguarding the interests of the retail chemists. We understand that the government at it's next session proposes to make some changes in the Proprietary and Patent Medicine Act which may materially affect the drug trade of the Dominion. It is therefore desirable that the officers of the C. Ph. A. should be given every possible support in their efforts to have this legislation made as favorable to the pharmacist as will be possible under the circumstances.

(Signed) E. Nesbitt, C. W. Campbell, M. Westaway, D. E. Clement, R. T. Butchart, A. R. Leonard.

The Treasurer's statement was then presented and passed, on motion of Messrs. Connell and Poyntz.

TREASURER'S STATEMENT.

Balance Sheet.

ASSETS.

Cash		$ 2682.53
College property		13176.53
Fixtures, apparatus, etc., as at May 31, 1911	$1868.70	
Purchases	41.50	
		1910.20
Arrears—		
As May 31, 1911	$ 315.00	
Less receipts	165.00	
	150.00	
Written off	90.00	
	60.00	
Current year	87.50	
		147.50
Unexpired Insurance		51.00
Poison Books		35.70
Diplomas		23.00
		$18026.46

LIABILITIES—NIL

(Sgd.) C. W. Campbell.

REVENUE ACCOUNT.

Dr.

To printing and stationery	$ 109.10
Postage and supplies	69.50
Legal expenses	69.60
Exchange	11.60
Can. Pharm. Assn.	372.44
Registrar's salary	720.00
Medals	36.72
Prosecutions	59.75
Mileage	86.75
Expense	108.05
Taxes and insurance	57.33
Western Can. Pharmacist	360.00
Written off arrears	90.00
COLLEGE.	
Principal's salary	2100.00
Caretaker	120.00
Announcements	67.50
Fuel	142.50
Light and water	41.65
Repairs	60.69
Supplies	112.06
Expense	48.72
Surplus	378.29
	$5222.25

Cr.

By registration and renewals—		
Licentiates	$1750.00	
As clerks	160.00	
Clerks	102.00	
Apprentices	138.00	
Arrears	80.00	
		$ 2230.00
Examinations		281.25
Lectures		2670.00
Interest		41.00
		$5222.25

(Sgd.) C. W. Campbell.

The registrar's report was then presented and its adoption moved by R. I Brooking, seconded by R. T. Butchart.

REGISTRAR'S REPORT.

To the members of the Pharmaceutical Association of the Province of Manitoba:

Gentlemen,—I would report that during the past year there have been added to the register the names of 26 licentiates, 12 clerks, and 24 apprentices.

The annual register contains the names of 228 licentiates, 22 clerks and 36 apprentices. Of the licentiates 163 are carrying on business and 42 are acting in the capacity of clerks, and 23 were graduates at the recent major examinations. The arrears for the year show three members in business and ten in the capacity of clerks as being delinquent.

There were 29 students in attendance at the Min-

(Continued on page 624.)

THE STUDENT IN PHARMACY.

By Prof. J. E. O'Brien.

During the past few years there has been a great deal of discussion on the subject of pharmaceutical training and the preliminary education necessary for intelligently pursuing a course in pharmacy. I shall not try to add to nor detract from what we have already heard or read in pharmaceutical publications, but shall confine my paper to facts concerning the ability of the different students in pharmacy. I think that all will agree that the more extended the preliminary training as well as the more thorough the course in a school of pharmacy, the better the student will be prepared to fulfil the requirements of his profession. But in increasing the requirements as well as extending the course in pharmacy we increase the cost of the course to the student, as it would mean a greater expenditure of time and money. If our profession demands more educated and better equipped men, then we should enforce an increase of requirements. If not we should be satisfied with present conditions.

In answer to this question I would say that at present it does not demand better men. The men who are at the head of the pharmaceutical interests as well as those who are taking active part in them are not surpassed in ability and real education by the men of similar position in other professions. These men are doing a vast amount of good for their professions as well as for the community in which they reside.

Many of these men have not had the advantages of a liberal education, at least they have not attended a university or a college for considerable time as men must before being graduated into other professions, but they have educated themselves by study at home, and their education is in no way inferior to that of their rival professional men. They have educated themselves for their profession by hard work behind the prescription case after closing hours, or in their spare moments during the day.

Now it is our duty to see that our successors are as well fitted for their work, and I am inclined to think that many of the younger members of the profession will not carry out the work so well begun by their predecessors. They have not the proper desire to secure knowledge, and too many have the impression that neither skill nor education is required in compounding and dispensing medicine. They are desirous to secure the information necessary to pass the examination required for registration, and, the examination once passed, the knowledge is readily forgotten. They do not desire to keep informed of the newer ideas by reading the monthly publications and think it is not necessary to be at all times familiar with the composition and action of pharmacopoeial preparations. As for the National Formulary, many are entirely ignorant of its contents. They do not know the object of this book and the results that can be derived by encouraging their physician friends to prescribe the formulas in this book. They do not known that by the use of this book, with the proper skill and knowledge they may become manufacturing pharmacists for their own community, advertise its preparations to the physicians, who will readily prescribe them, and profits will be increased by the sale of more profitable and more deserving goods, for in a great many instances many people are going into the manufacture of proprietary remedies who have no knowledge of pharmacy, medicine or chemistry, whereas a druggist must study for years before he feels competent to manufacture and dispense. We should at all times impress the young pharmacist with the need of a thorough knowledge of the studies upon the principles of which his profession is based, and we should encourage his reference to the National Formulary and Pharmacopoeia. Show him the results to be derived by being familiar with them and the loss sustained by being ignorant of them.

INTERNATIONAL RED CROSS CONFERENCE AT WASHINGTON.

In connection with this very important conference, the ninth held since the ratification of the famous Geneva Convention, which has do so much to humanize the conditions of war, an interesting competition was held.

It was called the Marie Feodorovna Prize Competition and was under the Russian auspices, having been established by the Czarina in 1912. The subjects for competition varied from methods of organization of Roentgen apparatus and included a special class for methods of packing dressings at aid stations and in ambulances. In this class the only award was secured by Messrs. Burroughs, Wellcome & Co., for "Tabloid" compressed bandages and dressings. The jury consisted entirely of Russian and other continental judges.

A MOVABLE SEAT.

A very useful device which is so easily made that it should find its way into many of our drug stores.

The device is simply an old castoria box mounted upon small wheels such as the children have on their roller skates. The wheels cost five cents each; the screws holding them to the box also cost five cents; the whole affair will cost a quarter plus your work in assembling it. The materials can be purchased at any hardware store.

You can find plenty of uses for the device. It is a wonderful saver of back and leg muscles when cleaning the sides and end of floor cases. Other uses may readily be found, too, depending upon the demands of the user.

FOR PRICES OF

Surgical Dressings

APPLY TO

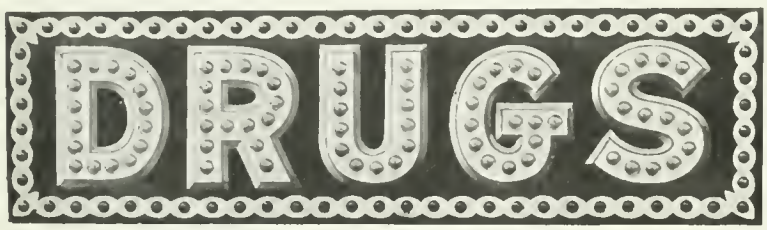
NEW CHARFORD MILLS, BIRMINGHAM.

Southall Bros. & Barclay, Ltd.
(Established 90 years.)
WHOLESALE ONLY.

Manufacturers of
LINTS, ABSORBENT COTTONS & GAUZES at the MILLS, BIRMINGHAM and BROMSGROVE.

Agents for Canada—
MAC LEAN, BENN & NELSON, LTD 526, St. Paul Street, MONTREAL.

EFFICIENCY — DURABILITY — BEAUTY — ECONOMY



Saves 80% Reads Further

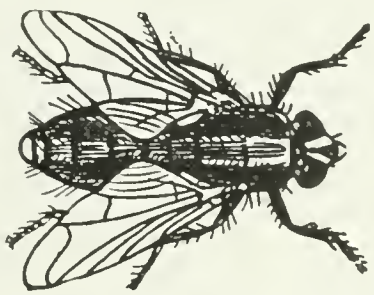
This double faced **Electric Sign**, size 2 ft. wide, 7½ ft long 12 inch illuminated letters,

Costs Only 2c per Hour for Current at a 10c rate.

Protected by patents. Manfactured in Canada exclusively by

The MACEY SIGN CO. Limited

Office & Works—121 Brock Ave., Toronto, Ont.



—THE DEMAND FOR—

WILSON'S FLY PADS

Grows Larger Every Season

Your Profit is from 66⅔ per cent. up to 85 per cent.

Archdale Wilson

Hamilton - Ontario

IT IS ONLY THE

"ORIGINAL NOISE"

THAT COUNTS

E. G. West & Co. are the originators in their line of business of "Goods back at our expense if not exactly as specified."

This offer hol ls good on all our specialties, which are having an unprecedented sale.

Have you tried—

Royal Crest Lime Juice,	$2.25	per dozen.
Citrate of Magnesia,	.25	per lb.
Ye Old English Sherbet	.20	" "
Westco Disinfectant, 24 Oz bottle	2 00	" dozen.

Efferv. Soda Phosphate, 5 lb bottle included for $2 00 eac .

E. G. WEST & CO.

WHOLESALE DRUGGISTS

80 George St.. - Toronto.

WHY THE DRUGGIST SHOULD CO-OPERATE WITH MANUFACTURERS WHO ADVERTISE NATIONALLY.

By Irwin Spear.

One of the most notable tendencies of the present is the greater attention given to advertising by manufacturers. This impetus given to advertising by manufacturers has exerted a marked influence over retail advertising. Standards of drug advertising have been raised, druggists educated to use more up-to-date and improved methods, to do more advertising on their own account and to use to the utmost the helps and hints which manufacturers are furnishing more and more.

Makers of shaving soaps, safety razors and toilet powders, for instance, who annually spend fortunes—in many cases goodly percentages of their gross revenues—for advertising, are no longer satisfied as they formerly were to leave the advertising of their product locally entirely "up to the dealer."

In their solicitude that he keep the quality of the advertising of their product in harmony with the quality of that product, they have gone to considerable lengths to supply copy, art work and experience of the highest class, all at practically no cost to the druggist.

One advertising manager for a well known national advertiser writes: "We believe that by increasing a druggist's whole general business we increase the sale of our product, and we therefore supply our advertising service and make it applicable to his whole general business."

No manufacturer's general campaign is complete to-day that does not include a campaign within itself for dealer's use. Provisions may be made merely for furnishing newspaper electros. Or, the co-operation may be more comprehensive and include an elaborate combination of lithographed posters, window cards, street car cards, moving picture films, letters, booklets, etc.

The druggist who stocks a nationally advertised line, and does not use these effective selling helps furnished by the manufacturer, is overlooking a big opportunity. Dealers should not only use the advertising service offered them by the manufacturers; they should expect it and demand it.

To ask specifically for advertising assistance raises a dealer in the estimation of the manufacturer. Next to receiving an order from a well-rated house, manufacturers like nothing better, than to get requests for advertising assistance. They realize that dealers who ask for such help are aggressive.

When such dealers need extra time or extended credit, if they ever do, they are much more likely to get it than the competitor who, though he may have a larger bank balance, has not yet become a convert to that potential selling force—Modern Advertising.

If the manufacturer who has placed a new line in your store or opened an account with you, does not offer to furnish you with advertising service to help you create and maintain a demand for his goods, write the advertising department of the firm or take the matter up with the firm's representative when he calls.

The advertising department should prepare a letter to be sent to a selected list of your customers, announcing your identification with the new line. Most manufacturers are pleased, not only to prepare such a letter, but to mail it at their own expense, on their own stationery, provided, of course, that the list represents bona fide possible customers. One manufacturer who offered to circularize a list of "prospects" had a telephone book sent to him and at another time a city directory. To expect manufacturers to send out costly literature so promiscuously is to abouse your privileges.

Where manufacturers offer to supply you with cuts or electros of complete advertisements, put in a requisition for them, if they are not forthcoming promptly with your first invoice or soon after the receipt thereof.

PULLING FORCE OF EXPERT ADVERTISING.

Unless you have a well equipped advertising department of your own and employ someone of experience to prepare your copy, the advertising matter sent you by the manufacturer will very likely have greater selling force than any evolved in your own organization.

There can be just one reason for not accepting, and using to the utmost the co-operation of a manufacturer. That one reason is that you have at your command experience superior to any he can offer.

Advertising, the expense of which is shared between the druggist and the manufacturer, and in which the manufacturer's product is featured, aver the dealer's name, works out well where the line so advertised is an exclusive agency proposition.

The idea of sharing the local advertising expense may be applied to newspapers, billboards, programs, street cars, one or all, and the percentage which each party shall pay can be arranged on any basis that seems equitable.

Such a campaign offers the druggist a splendid chance to put before the consuming public the merits of a new line or of any advertised line at a fraction of what it would cost him if the manufacturer did not "chip in."

As the copy, cuts and layouts of such campaigns are prepared at the expense of the manufacturer, and under the supervision of professional advertising men, the druggist is assured of high-class advertising, without the tremendous initial expense of plates, art work copy, etc. Few druggists who have not had occasion to order such work on their own account realize how much it costs.

Granted that the druggist's self interest should lead him to co operate with the manufacturer who advertises, the question arises, "How can I best do this?"

Much depends on circumstances. The details of the manufacturer's campaign, the particular line or article the trade catered to and the local conditions must all be taken into account.

One rule, however, can be laid down: Give careful attention to every offer of advertising assistance made by manufacturers. Read all literature sent you outlining advertising plans—there may be much chaff, but the wheat, when found, may be worth much to you.

If you already carry this manufacturer's goods or the particular line which it is proposed to advertise, it is to your advantage to get your share of whatever profit may be accruing locally from the missionary work being done in your community.

If, on the other hand, you do not handle the line in question, you owe it to yourself and to the manufacturer to give the proposition a hearing. It may be something that you would not wish to pass by. You might regret later having your strongest competitor control a plan or the sale of an article which you might have had.

No doubt manufacturers sometimes make broad claims. Their statements are often over-enthusiastic, but on the whole they generally make good. If the product is anywhere near as good as it is claimed to be, and if the advertising accomplishes a fractional part of what is promised, you will gain by stocking and handling the goods.

Here is another point: Differentiate between use and abuse of advertising co-operation. Many a time I have seen elaborate booklets and other literature collecting dust under a druggist's counter, when it should have been displayed in a prominent place.

Most druggists have learned not to disregard the proper distribution of advertising matter supplied them without charge.

KEEP ADVERTISING GOODS WELL STOCKED.

Co-operation, however, does not mean merely giving the manufacturer a hearing and using the advertising assistance which he offers. The most important co-operation possible to render is to keep properly stocked with the goods which are being advertised on your behalf.

Nothing could be more unjust to a manufacturer than for a druggist to advertise himself or allow the manufacturer to advertise him as a distributor of any article or line without having in stock the merchandise so advertised.

The most that advertising can do is to stimulate demand. Your success in co operating with manufacturers who advertise will be in direct ratio to your own efforts. If you instruct your salesmen regarding the merits of the line, and see that they read the literature regarding it, they will sell much more of the goods in question.

If you make striking window displays simultaneously with the sending out of the letters or the use of newspaper space, sales on the line or article so advertised will benefit. Your windows not only demonstate that you have the goods but act also like a billboard, keeping the name and value of the advertised goods before the public.

NEW YORK POST GRADUATE MEDICAL SCHOOL AND HOSPITAL.

We are informed that at a reorganization meeting of the Board of Directors of the New York Post-Graduate Medical School and Hospital, Dr. James F. McKernon, was elected President, vice George N. Miller, M.D., resigned. The officers are as follows: President, James F. McKernon, M.D.; 2nd Vice President, Edward Quintard, M.D.; Treasurer, William Fahnestock, Esq., Secretary; Arthur F. Chace, M.D.; Secretary of the Faculty, George G. Ward, Jr. M.D., and the Superintendent, H. T. Summersgill, M.D.

THE KEATING BOOK.

Thomas Keating, the English manufacturer of Keating's insect powder, is distributing in Canada a concise booklet giving the life history of moths, bugs, roaches, fleas and other pests of man and his home. The booklet is illustrated with drawings showing the growth and development of the various insects. The Keating address for the distribution of the Keating Book, is Post Office box 67 67 Toronto. any inquiries to this address from the Trade will bring as many copies of the booklet as may be required.

OIL DISCOVERED NEAR CALGARY.

Drilling for oil within forty miles of Calgary will be commenced within twenty-five days, according to the announcement made by I. E. Segur, the Californian expert, who has been examining property for the past six weeks. Articles of incorporation will be filed at Edmonton early this week, and drilling apparatus will be shipped to Calgary shortly thereafter.

While the personnel of the directorate of the development company has not been made public, it is understood that the company will be a close corporation, with Mr. Segur as the head. California and Calgary capital will be used exclusively in financing the corporation.

READ

The letter below came to us unsolicited. It is one of many that we receive in the course of a season.

Pharmacie Delisle
A. E. FRANCOEUR, Successeur
Quebec March 20th 1917

The F. E. Reed Glass Co
Rochester, N.Y.

Gentlemen.
I am satisfied with the class of glassware and you may rest assured of my future orders.
The railway people are not always pleased to handle bottles in big large crates, but this time it is a wonder for them, and the breakage is reduced to a strict.
I hope you will continue to serve me thus, and I remain.
Yours truly
A. E. Francoeur

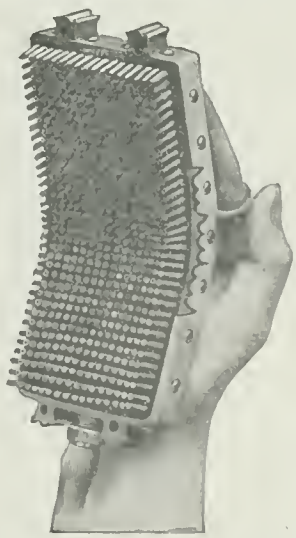
SEND YOUR INQUIRIES TO

F. E. REED GLASS CO.

ROCHESTER, N. Y.

Increase Your Sundry Sales!

Every Druggist should handle the Knickerbocker Spraybrush.



Your best customers will buy the Spraybrush because of its many superior features. Combines overhead shower, shampoo and massage in one article.

Fits every water faucet.

A hygienic bath room necessity in every home. Prices $2.00 to $5 00, according to size.

Good profits to you. Attractive matter furnished for window display.

Write for prices.

KNICKERBOCKER MFG. CO., Sole Manufac'rs CHICAGO, ILL.

SHAW & EVANS, Canadian Distributors 18 Hospital St., Montreal

Special Prices when ordered in bulk packages.

The Pure Food Law prohibits the sale of any but strictly pure

EXTRACT VANILLA

WYETH'S

represents the True Flavor of Choice Vanilla Beans.

Free From Any Adulterant

Pure and Wholesome

John Wyeth & Brother

INCORPORATED

Philadelphia, Pa.

LEGG BROS. ENGRAVING Co.

PHOTO ENGRAVERS
DESIGNERS
ILLUSTRATORS
ENGRAVINGS FOR ALL PURPOSES.
HALF-TONE AND LINE ENGRAVING
WOOD ENGRAVING

WASH DRAWINGS FOR BIRDS EYE VIEWS OF BUILDINGS ETC. SEE ILLUSTRATIONS IN THIS PUBLICATION FOR SAMPLES OF ENGRAVING & PHOTOGRAPHING
CATALOGUE WORK A SPECIALTY

COMMERCIAL PHOTOGRAPHERS
LEGG BROS. ENG. CO.
No 5 JORDAN ST., TORONTO.

"ARLINGTON"

Teething Rings
Eye Shields
Babys' Rattles
Soap Boxes
Dressing Combs
Fine Combs.

ALL **A1** VALUE

The Arlington Co., of Canada
LIMITED

East — Duncan Bol, Montreal
Ont. — John A. Chantler & Co., Toronto.
West — R. J. Quigley, Winnipeg.

SANOL

Is very valuable in the treatment of Gall Stones, Kidney Stones, Gravel in the Bladder, Lumbago, Uric Acid Diatheses.

Sanol's Antidiabetes

Is the only positive cure for Diabetes.

"Changing Diet Method"

Sanol: retail $1.50, trade $12.00 doz.
Sanol's Antidiabetes: retail $2.00, trade $16.00 doz.

Terms, 30 days 5%.

Sanol's Preparations may be obtained wholesale from:

All Depots and Branches of the National Drug & Chemical Co. Limited, of Toronto.
Drug Trading Co Limited, Toronto.
Lyman Bros. Co. Limited, Toronto
Lyman's Limited, Montreal.
Lyman-Knox Co. Limited, Montreal.
N. C. Polson & Co, Kingston
Martin, Bole & Wynne Co., Winnipeg.

Your esteemed orders will have our prompt attention.

The Sanol Mfg. Co., Winnipeg, Man.
Also Chicago, Ill., U.S.

OUR SPECIAL OFFER

The above cut shows our handsome display stand, lithographed in three colors, each of the six panels representing different uses for Thermos. In order to make it easy for dealers who are not already handling Thermos products, we will ship for $6.00, charges prepaid, one of these display stands with five Thermos bottles of different styles, the combined retail price of which is $8.25. Your profit on the outfit is $2.25. We will ship direct or through your jobber. Holiday season is Thermos season—ORDER NOW.

THERMOS BOTTLE CO., LTD.
12-14 Sheppard St., Toronto, Can.

American Thermos Bottle Co.
Thermos Building, New York, N. Y.

Formulary

CORN AND WART REMEDIES.

1.—Pyroxylin..... 2 drams
Salicylic acid..... 1½ drams
Extract of cannabis indica..... 5 drams
Canada balsam..... ½ ounce
Castor oil..... 2 drams
Methylic ether..... 9 ounces
Rectified spirit..... 4 ounces

Put the pyroxylin in a bqttle, and pour half the spirit upon it. Shake, add the ether, and shake until dissolved. Add the rest of the ingredients in the above order, dissolving the acid in the rest of the spirit.

CORN SALVE.

2.—Salicylic acid..... 2 ounces
Ammonium chloride..... 2 ounces
Acetic acid..... ½ ounce
Lanolin..... 2 ounces
White Wax..... 2 ounces
Lard, enough to make..... 1 pound

The ordinary felt circular plasters with a hole in the center are valuable in the treatment of corns and bunions, and absorbeqt cotton inserted between the toes is effectual for soft corns. A compress of wet lint, says the author of "Diseases and Remedies," is often a very effectual application, while tincture of iodine is useful to relieve the stinging pain caused by swollen and tender corns, and it answers for bunions as well. It deadens and hardens the skin.

3.—Chloral hydrate..... 1 dram
Acetic acid, Glacial..... 1 dram
Ether..... 1 fl. dr.
Collodion..... 4 fl. drs.

CORN PAINT.

Salicylic Acid..... 1½ ozs.
Pyroxylin..... 1 oz.
Amyl Acetate..... 5 ozs.
Acetone..... 15 ozs.
Balsam Fir..... 2 drs.
Castor Oil..... 2 drs.
Oil of Cloves..... 15 min.
Make a Solution.

This should not be made or used near an open flame.

A FRENCH CORN CURE.

Salicylic Acid..... 10 grammes
Lactic Acid..... 10 grammes
Chloral hydrate..... 10 grammes
Castor Oil..... 1 gramme
Venice turpentine..... 1 gramme
Extract of cannabis indica..... 2 grammes
Collodion..... 100 grammes

WART PAINT.

Resorcin..... 150 grains
Salicylic Acid..... 150 grains
Lactic acid..... 150 grains
Flexible collodion..... 900 grains
Ether..... 300 grains

WART REMOVER.

Compound tincture of lavender..... 2 fl. drs.
Glacial acetic acid, enough to make 4 fl. ozs.

PAINT FOR BLACK EYES

Bismuth subcarbonate..... 2 drams
French chalk..... 1 dram

Mix and color with carmine, Armenian bole, or calamine to skin tint. Apply after washing the parts with a mixture of

Glycerin..... 1 dram
Water..... 5 drams

APPLICATIONS FOR TOOTH ACHE.

In the Nord Medicale a number of dental formulas are published, most of which are intended for the relief of odontalgia. The necessity of calming the pain before proceeding with measures to overcome special conditions is referred to. The treatment of symptoms, must, of course, vary according to the cause of pain. If the pain is due to periostitis, soothing antiseptic mouth washes should be employed containing about one grain of chloral in each dram; either mucilage of sassafras, or elm; decoction of marshmallow or poppy heads may be used as the base or vehicle. Good results are also obtained by painting the gums night or morning with one or other of the following mixtures:

1.—Tincture of iodine.....
Tincture of aconite..... aa dr.iiss
M.

2.—Tincture of iodine..... dr. i
Tincture of aconite..... dr. i
Crystalline synthetic guaiacol..... dr. ss
M.

3.—Tincture of iodine..... d). iss
Tincture of aconite..... dr. iss
Chloroform..... dr. i
M.

In most cases the pain has its origin in caries of the teeth with pulpits. It is important to first clean out the cavity as completely as possible and then apply one of either of the following solutions on a pledget of cotton.

1.—Tincture of benzoin..... dr. iiss
Oil of cloves..... mxlv
M.

2.—Solution of formaldehyde, U.S.P. ..... dr. iiss
Oil of geranium..... mxxx
M.

3.—Chloroform..... dr. iiss
Creosote..... dr. iiss
Tincture of opium..... dr. iiss
Tincture of benzoin..... oz. i
M.

4.—Chloral hydrate ..... gr. lxxv
Cocaine hydrochloride ..... gr. xv
Pulverized camphor..... gr. lxxv
Alcohol..... ..... gtt. x
M.

5.—Tincture of benzoin..... ..... dr. iss
Chloroform..... ..... dr. i
Carbolic acid, crystals..... ..... gr. xxx
M.

Or the cavity may be filled with a paste of the following composition:

Cocaine hydrochloride..... ..... gr. 1-7
Morphine hydrochloride..... ..... gr. 1-7
Oil of cloves, sufficient to make a paste.
M.

—American Druggist

TOOTHACHE DROPS.

Creosote.
Chloroform
Oil of cloves.
Oil of peppermint, of each..... ..... 5 fluidrams
Oil of camphor..... .... 6 fluidrams
Phenol..... .... 6 drams

Mix. Put up in homeo vials. Take a large size capsule (veterinary), fill partially with absorbent cotton and place over cork. Be careful to select a good cork, press it, and have it extended beyond the vial. The cotton is convenient for the user.

TOOTHACHE DROPS.

Chloroform..... .... 3 ounces.
Camphor..... .... 1 ounce
Oil of cloves..... .... 3 drams
Tincture of myrrh..... .... 4 drams

TOOTHACHE PELLETS

Menthol
Pyrethrum root powd.
Guaiac, of each..... .... 1 dram
Wax .... ½ ounce
Oil of cloves
Oil of cajuput, of each..... .....20 drops

Make into pellets and dust with finely powdered cloves.

TOOTHACHE CEMENTS.

1.—Sandarac..... ....12 parts
Mastic..... .... 5 parts
Amber..... .... 1 part
Ether ....15 parts
Dissolve.

2.—Mastic ....23 parts
Absolute alcohol..... ....33 parts
Tolu balsam..... .... 9 parts

Dissolve the mastic in the alcohol; add to tolu, and promote solution with the aid of a gentle heat, shaking occasionally.

3.—Venice turpentine..... .... ½ ounce
Paraffin oil..... .... 4 fl. drs.
Salol..... .... ¾ ounce
Yellow wax..... .... 3¼ ounces
Alkanet root ..... q. s. to color

Triturate together the salol, turpentine and oil then add the wax, previously melted and colored with the alkanet root, allow the mixture to cool and roll into sticks or pencils.

4.—Paraffin..... .... 3 ounces
Burgundy pitch..... ..... 3 ounces
Oil of clove..... .... 1 ounce
Carbolic acid..... .... 1 ounce

Melt the paraffin and pitch together and add the other ingredients when nearly cold, mix with cotton and cut into short rods, wrap in thin waxed paper, and keep in small bottles.

TOOTHACHE PLUGS.

Oil of cloves,..... .... 1 dram
Phenol .... 3 ounces
Wax..... .... ½ ounce

Liquefy. Introduce absorbent cotton and when cool roll into rods, put into suitable lengths.

TRIGEMIN FOR TOOTHACHE AND NEURALGIA.

Trigemin is a compound of pyramidon with butyl chloral hydrate, and is stated to be a powerful analgesic, especially useful in acute toothache, due to pulpitis and periodontitis. It is claimed that the administration of two 4-grain capsules will alleviate the pain in ten minutes and quite cure it in another ten minutes. No ill effects follow this dose. —Nouveaux Remedies.

SPICES, ETC.

CURRY POWDERS.

1.—Coriander seed..... .... 3 ozs.
Tumeric..... .... 3 ozs.
Black pepper... .... 1 oz.
Mustard..... .... 1 oz.
Ginger .... 1 oz.
Allspice..... .... ½ oz.
Cardamon..... .... ½ oz.
Cumin seed..... .... ¼ oz.

Mix. Reduce to fine powder to keep in well stoppered bottles.

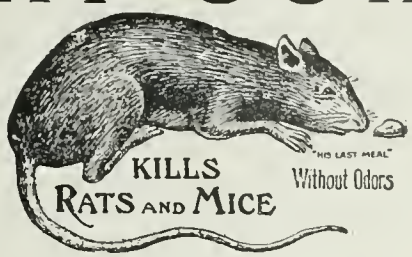
2.—Coriander..... ....360 grs.
Tumeric... ....100 grs.
Fresh ginger..... ....260 grs.
Cumin seed..... .... 18 grs.
Black pepper..... .... 54 grs.
Poppy seed..... .... 94 grs.
Cinnamon... .... 20 grs.
Cardamon..... ... . 40 grs.
Cloves..... .... 20 grs.
Half a cocoanut.

All but cocoanut to be ground together. Select best of ingredients.

MIXED SPICES.

1.—Powd. tumeric..... .... 1 oz.
Powd. licorice .... 1 oz.
Powd. coriander..... .... ½ oz.
Powd. caraway .... ¼ oz.

RAT CORN



Our First Rat Talk.

(900,000,000,000) Over Nine Hundred Billion of Rats

Dear Reader: In the last issue of this Journal we gave you the main facts as to the great value of **RAT CORN.**

Now we want to ask you if you know that one pair of rats, under ordinary conditions, will increase in five years to

Over Nine Hundred Billions of Rats?

How many of them are you FEEDING? And how much does it cost you? Whatever the amount, it is TOO MUCH. It is a direct and unnecessary TAX. Stop it! It costs the Farmers and Grain Handlers of this country **One Hundred Million Dollars** in Grain yearly to feed these Rats.

STOP FEEDING RATS?

RAT CORN will kill your Rats and Mice surely.
will MUMMIFY them so they WON'T SMELL.
will not kill your Cats, Dogs or Stock.

Retail prices.	Wholesale prices.		
15c Can	$1.20 Doz.	$14.40 Gross	One dozen in box for Counter Display.
25c "	2.00 "	24.00 "	
50c "	4.00 "	48.00 "	Half dozen in box for Counter Display.
1.00 "	8.00 "	96.00 "	

Write for Special Prices to Druggists, Window Display and Adv't.

THE CANADIAN RAT CORN CO. Ltd.
193 Adelaide St. West, TORONTO, ONT.

WILLIAM MATHER, LIMITED
MANCHESTER

Manufacturers of Up-to-date Surgical and Pharmaceutical Plaisters of every variety

India-Rubber Combination Plaisters

Strengthening Capsicum and Belladonna of guaranteed B. P. and B. P. C. Strengths.

Surgeons' Rubber Adhesive on Metal Spools
Mustard Plaisters
Corn Plaister, Arnicated
Court Plaister, Perforated
} Equal to any in the Trade

Price List and Samples sent on application to

London Export Agents:

Mace & Haldane, Ltd.
94 Milton St., London, E.C.

Agent for Canada:

Thomas Gibbard
30 St. Francois Xavier St., Montreal

C. F. BOEHRINGER & SOEHNE
MANNHEIM, WALDHOF

MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Ether.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

Bottle Complete

Breast

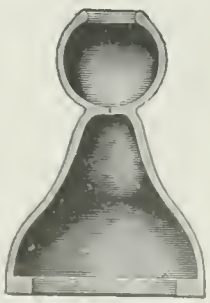
Cell

To the Druggists of Canada

We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Ball-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing. We are making a special offer on the Ball-cup nipple until the 1st of January, 1912. Write us for prices.

THE HYGEIA NURSING BOTTLE CO.
1336 Main St., - Buffalo, N. Y.


Section of ball-cup nipple. The puncture in the nipple is at the bottom of the cup.

SHOW CASES a

Start your new business right--do not handicap yourself with a load o

Kent-McClain Limited

181-199 Carlaw Avenue - - Cor

SHOP FITTINGS

es that are in any way second to the Kent-McClain standard of quality

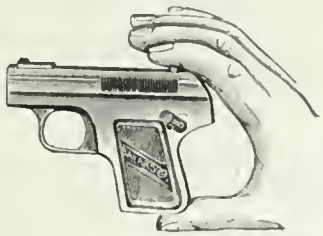
Toronto Show Case Co.)

of Queen St. East, TORONTO.

THE LITTLE GIANT

The "BAYARD" Baby Automatic Pistol
Calibre .32 (7,65 m/m)

A MIDGET AUTOMATIC



The .32 cal. (7,65 m/m) "Bayard" Pistol has been designed to meet the demand for a pocket pistol combining easiness of manipulation and simplicity of construction with maximum efficiency.

Its size is that of a .25 cal. pistol although it shoots the powerful .32 cal. cartridge.

The "Bayard" pistol possesses consequently the advantage of having a size reduced to that of the .25 cal. pistols and a cal. of .32" generally considered effective and heretofore found only in pistols of greater bulk. These features make the "BAYARD" PISTOL the Ideal Pocket Arm. Write for descriptive booklet.

McGILL CUTLERY CO., Registered, P. O. Box 580, MONTREAL

THE BEE CELL FRENCH SUPPORTER

A BOON TO WOMANKIND

THE only collapsible, self-adjusting infallible Supporter in the world, made of purest and softest rubber. Having 6 faces or cups it renders misplacement absolutely impossible. This feature does not exist in any other supporter. Highly recommended by the medical profession

RETAIL PRICE, $2.00

Price to the Trade—$12 per doz. in ½ doz. lots, $10 per doz. in 1 doz. lots

Druggists: write for descriptive circular and special introductory proposition. Made in two sizes, large and medium. Accompanying illustration shows full size of Medium Supporter. This size is generally used. Guaranteed satisfactory or money refunded. Address

THE BEE CELL COMPANY

524 C White Building - - - - BUFFALO, NEW YORK

GOOD PROFITS

Every druggist is interested in PROFITS and should sell the lines with most profit.

STEVENS' LINE

of Surgical Dressings, plain and medicated, should be on your quick sale stock shelves.

The quality is right, package looks good and price is reasonable.

STEVENS' LINE

is recommended by the physicians and nurses.

WRITE TO-DAY FOR SPECIAL OFFER.

The J. Stevens & Son Co.
LIMITED

145 Wellington St. West, Toronto.

It goes without saying that no stock is complete without

Mrs. Winslow's Soothing Syrup for Children Teething

First introduced in 1849. It is now favorably known and sold all over the world.

THE GREAT ENGLISH REMEDY

ALWAYS CURE **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1.00 per box.

Canadian Agents: LYMANS Limited, Montreal

Powd. fenugreek..... 1 dr.
Powd. anise..... 1 dr.

2.—Ginger..... ½ oz.
Allspice..... ½ oz.
Curry powder..... 1 oz.
Pip nig..... 3 oz.
Capsic..... ½ oz.
Must. seed..... 4 ozs.

3.—Powd. allspice..... ½ oz.
Powd. nutmeg..... 1 oz.
Powd. cloves..... 1 oz.
Powd. cinnamon..... 1 oz.

3.—Coriander..... 10 ounces
Tumeric..... 6 ounces
Black pepper..... 5 ounces
Cumin seed..... 5 ounces
Fenugreek..... 3 ounces
Capsicum..... 1 ounce
Nutmeg..... ½ ounce
Cinnamon..... 1½ ounces

To secure the best possible results only the finest quality of spices should be selected, all should be well mixed whole, and then ground to a fine powder and again thoroughly mixed.

4.—Tumeric..... 6 oz.
Coriander seed..... 8 oz.
Black pepper..... 4 oz.
Fenugreek..... 2 oz.
Ginger..... 2 oz.
Cayenne pepper..... ½ oz.
Cumin seed..... ½ oz.

5.—Tumeric..... 5 oz.
Coriander..... 3 oz.
Black pepper..... 1 oz.
Ginger..... 1 oz.
Cayenne pepper..... 1 oz.
Scorched mustard..... 2 dr.
Mace..... 2 dr.

6.—Tumeric..... 8 oz.
Coriander..... 4 oz.
Black pepper..... 1 oz.
Cayenne pepper..... 1 oz.
Scorched mustard..... ½ oz.
Mace..... 1 dr.
Cinnamon..... 1 dr.
Cardamons..... 1 oz.

SALAD DRESSING.

Salt..... 1 ounce
Mustard..... 2 ounces
Eggs..... 8
Nestle's milk..... 2 cans
Lucca oil..... 16 ounces
Vinegar..... 30 ounces

Mix in order as written.

CELERY SALT.

1.—Celery seed powder..... 3 ounces
Mace powder..... 1 drams
Pimento powder..... 4 drams
Table salt..... 12 ounces

2.—Celery seed powder..... 2 ounces
Table salt..... 14 ounces

CATSUPS.

MUSHROOM CATSUP.

Mushroom juice..... 2 gallons
Pimento..... 2 ounces
Cloves..... 1 ounce
Black pepper..... 1 ounce
Mustard seed..... 1 ounce
Ginger..... 1 ounce
Salt..... 1 pound
Shallots..... 2 ounces

Bruise all the spices ; gently simmer them for one hour with the juice in a covered vessel, and when cold, strain and bottle the liquor.

TOMATO CATSUP.

Tomatoes (cut in pieces) ..... ½ bushel
Salt..... 6 ounces
Allspice..... 6 drams
Mustard (ground)..... 13½ drams
Black pepper..... 3 ounces
Cloves..... 6 drams
Mace..... 3 drams
Cayenne pepper..... 2 drams
Vinegar..... 1 gallon

The tomatoes are boiled in their own liquor until soft, and then strained and pressed ; boil down to a thick pulp, and add the other ingredients, stirring all the time. The spices must be finely ground before adding. The whole should be boiled up twice and bottled while hot.

A CALL FOR HELP.

With a big crop in prospect the shortage of labor is already making itself felt in the West. At the present time any number of men can find work with the farmers, and within the next two months 20,000 helpers will be required to harvest the anticipated 275 million bushels of grain. Fully this number of men will be required, and it is imperative that the demand be supplied, otherwise a large proportion of the crop will have to lie in the fields all winter, as was the case in 1912.

The man who wants to work will not have the slightest difficulty in obtaining a position and those contemplating coming West, can obtain full particulars by writing the secretary of the Bassano Board of Trade.

In most departments of the drug store, goods may be of different qualities. Soaps, sponges, etc., may vary—good, better, best, but it is not the same in the dispensing department where there should only be the best grade. Under the "Frosst" label the best quality is assured, and the "Frosst" label is confined to the dispensary.

Veterinary

LINIMENTS FOR ANIMALS.

HORSE LINIMENT.

Gum Camphor	5 dr.
Oil Origanum	10 fl. dr.
Oil Tar	10 fl. dr.
Oil Spike	10 fl. dr.
Carbolic Acid	10 fl. dr.
Lard Oil	7½ fl. oz.
Oil Turpentine	7½ fl. oz.
Petroleum	10 fl. oz.

BARB-WIRE LINIMENT.

1.—Raw Linseed Oil	16 fl. oz.
Potass. Nitrate	1 oz.
Lead Acetate	1 oz.
Sulphuric Acid	1 fl. oz.
Carbolic Acid	½ fl. oz.
2.—Carbolic Acid	½ fl. oz.
Fluidextract Arnica	1 fl. oz.
Common Black Oil	15 fl. oz.

LINIMENT.

Oil Origanum	½ fl. oz.
Oil Spike	½ fl. oz.
Oil Tar	1 fl. oz.
Spt. Turpentine	2 fl. oz.
Oil Linseed	to make 12 fl. oz.

SPAVIN LINIMENT.

Tr. Iodine	2 fl. oz.
Tr. Myrrh	2 fl. oz.
Oil Turpentine	3 fl. oz.
Tinct. Cantharides	1 fl. oz.
Alcohol	2 fl. oz.

WHITE OIL STOCK LINIMENT.

Eggs	12
Soft Soap	6 oz.
Oil Turpentine	20 fl. oz.
Strong Ammonia	5 fl. oz.
Camphor Gum	6 oz.
Alcohol	8 fl. oz.
Oil Origanum	4 fl. oz.
Water	to make 80 fl. oz.

Mix the soap and 10 oz. water to a paste, beat the eggs, and add to this mixture, dissolve camphor in alcohol, and mix the turpentine and origanum and gradually add to other mixture, stirring briskly, and finally ammonia and enough water to make 80 oz.

LINIMENT.

Gum Camphor	½ oz.
Alcohol, sufficient to dissolve.	
Ammonia	1 fl. oz.
Oil Turpentine	to make 8 fl. oz.

MARSHALL'S BARB WIRE LINIMENT.

Tar	3 oz.
Oil Turpentine	1½ fl. oz.
Carbolic Acid	½ fl. oz.
Fish Oil	to make 1 pint.

Apply to cuts once or twice a day after first washing with castile soap and water.

Good for healing up sores.

HOOF LINIMENT

Neatsfoot Oil	16 fl. oz.
Oil Tar	6 fl. oz.
Oil Origanum	4 fl. oz.
Oil Turpentine	2 fl. oz.
Nitric Acid	1 dr.

Apply to bottom and outside of hoof twice a week.

This also makes a good barb-wire liniment.—Merck's Reports.

CAT MEDICINES.

We give you a line of remedies that would very likely pay you well to advertise. They are reliable and perfectly safe. Each powder represents one dose and are usually given twice to three times diem.

TONIC.

Quin. phosphate	⅛ gr.
Ferri phos	½ gr.
Ferri Carb. sacch	1 gr.

Mix. One powder.

LAXATIVE.

Hydrag. cum creta	½ gr.
Sacchari	1 gr.

Mix. One powder.

FOR DISTEMPER.

Hydrag. cum creta	¼ gr.
Pulv. ipecac co	¼ gr.
Sodii bicarb	½ gr.
Bismuth subnit	½ gr.
Sacch. lactis	1 gr.

Mix. One powder.

VERMIFUGE.

Pulv. areca nut	¼ gr.
Santonin	1 gr.
Sacch. lac	1 gr.

Mix. One powder.

MANGE OINTMENT.

Sulphur flor	1 dr.
Zinc oxid	1 dr.
Acid, carbolic	10 mins.
Lanolin	1 oz.

Mix.

MANGE IN DOGS.

1.—Olive oil	1 pint.
Oil of turpentine	¼ pint.
Sulphur	2 ounces.
2.—Olive oil	1 pint.
Creolin	1 ounce.
Sulphur	2 ounces.

TANGLEFOOT

THE ORIGINAL FLY PAPER

has one-third more sticky compound than any other; hence is Best and Cheapest.

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE

has been such a success that we would like you to know what those who have taken it have to say Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**

COURSE IN OPTICS

☞ **THE ANNUAL CLASS ROOM COURSE WILL COMMENCE MAY 10th, 1912** ☜

MANDRUKA SPONGES

(Very Special Values)

No.	Cased	Price	No.	Cased	Price
165	25 "	.10c	395	6 pcs	.95c
160	25 "	.15c	300X	6 "	$1.05
325X	12 "	.47c	360	6 "	1.25
325	12 "	.63c	300	6 "	1.60
265	6 "	.75c	355	6 "	2.25
			255	4 "	2.75

Less 15 per cent while they last.

SHAW & EVANS, Montreal

A. MAJOR
President

MAJOR'S CEMENT

MENDS CHINA AND GLASSWARE

When properly cemented will never separate

There is no other preparation "just as good" as Major's China Cement. It is made upon honor. It has been on the market for thirty-five years, and when used according to directions has always given satisfaction. It is sold on its merits, and dealers handling it will find that the best advertisement is a satisfied customer.

D. Watson & Co., Agents, Montreal

"TELANIAN"

Note Paper

and

Envelopes

McFARLANE, SON & HODGSON, Limited

Wholesale Stationers

14 St. Alexander St. MONTREAL.

The Best Value For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA

The dog should be thoroughly washed in plenty of soft soap and warm water. After drying, either of the foregoing applications will eradicate the pest, the hair generally growing.

1.—Aloes, finely powdered..... .....1 dram
Spirit of turpentine ....1 ounce
Sulphur ....3 ounces
Lard..... ....4 ounces

4.—Sperm oil... ....7 fl. oz.
Kerosene..... .... 7 fl. oz.
Carbolic Acid..... .... 3 fl. oz.
Pine Tar..... .... 1 oz.
Sulphur..... .... 1 oz.

5.—Oil Taf..... .... 1 fl. oz.
Lac Sulphur..... .... 1½ oz.
Whale Oil..... .... 2 fl. oz.

Apply where needed.

6.—Carbolic Acid Crystals..... ..... 2 dr.
Glycerin..... .... 6 fl. oz.
Water .... 2 pints.

Apply lotion, next day wash horse thoroughly with strong soapsuds, and in two hours apply lotion again, and repeat as before.

SHEEP DIP—KEROSENE SOAP DIP.

Soap..... .... 1 pound
Water..... .... 1 gallon
Kerosene..... .... 2 gallons

Bring the water to a boil and dissolve the soap in it; then add the kerosene and churn until emulsified. Use one gallon of this emulsion to eight gallons of water.

TEXAS TOBACCO DIP.

Tobacco..... ....30 pounds
Sulphur..... .... 7 pounds
Concentrated lye..... .... 3 pounds
Water..... ....100 gallons

Steep the tobacco in three successive portions of water, expressing each time; then add the other ingredients to the liquor and stir while in use.

CARBOLIC SHEEP DIP.

Soap..... .... 1 pound, av.
Crude carbolic acid..... .....16 fluidounces
Water..... ....50 gallons

Dissolve the soap in a gallon or more of boiling water, add the acid and stir thoroughly. Keep the mixture well thinned and do not let it get into the mouth, nostrils or eyes of the sheep. Hold each sheep in the bath not less than half a minute.

LICE ON POULTRY.

Carbolic acid, crude..... ..... 8 fl. oz.
Water..... ....7½ pints.

Wash the woodwork with this mixture and sprinkle in the nests and on the floor.

This will kill the spider louse and all the body lice that infest poultry.

1.—Licorice..... .... 6 ounces.
Carbolic acid, crude..... .... 6 fl. oz.
Carbon disulfid..... .... 5 fl. oz.
Oil of tar..... .... 2 fl. oz.
Kerosene..... .... 1 gal.

Apply to the roosts, walls, etc., with a brush or whisk brook.

POULTRY POWDERS.

Gentian..... ... .1 dram
Capsicum..... .... 1 dram
Fenugreek..... .... 1 dram
Black antimony..... .... 2 drams

2.—Capsicum..... .... 2 drams
Hardwood sawdust (fine)... ..... 4 ounces
Ground lentils..... .... 4 ounces
Fine oatmeal..... .... 8 ounces

3.—Licorice..... .... 6 ounces
Gentian .... 1 dram
Capsicum..... .... 1 dram
Fenugreek..... .... 6 drams

4.—Capsicum... .... 6 drams
Ginger..... .... 1 ounce
Pimenta..... .... 1 ounce
Anise seed..... .... 1 ounce
Ferrous Sulphate..... .... 1 ounce
Licorice..... .... 6 drams

APPLICATIONS TO KEEP FLIES FROM HORSES

(1) Oil of bay berries, 5; naphthalin, 10; methylated ether, 10; methylated spirit, 60. The naphthalin must be dissolved in the spirit on the water bath. This application, being practically colorless, can be applied to white horses. (2) Oil of bay berries, 100; acetic ether, 20; naphthalin, 20; clove oil, 2; Dippel's oil, 2; to make an ointment. (3) A mixture of eucalyptus oil and water, with sufficient creolin to give a milky solution, is also a useful wash.—Pharm. Zeit., 1910, 55, 168.

CHINESE BUYING CANADIAN GOODS.

E. G. West & Co., wholesale druggists of this city recently shipped a large consignment of drugs, chemicals and sundries to a city in China over two hundred miles inland.

Everything had to be packed in tin lined cases, and made water tight.

The goods are conveyed inland by large barges up the river, and it is no uncommon thing for a whole shipment to fall into the river and lie on the bottom for several days before being fished out.

KENT-M'CLAIN AGAIN.

In making recent store improvements, Mr. R. H. Hughes, Calgary, Alta., has taken care to include the indispensable Trianon combination counter, stock cabinet and silent salesman, made only by Kent-McClain, Limited (Toronto Show Case Co.)

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Excise Drawback on Export Orders.

ROBINSON'S ORIGINAL Concentrated Waters

Standardised to B. P., 1898

When diluted in the proportion of one part to forty parts o water at 60° temperature, they faithfully represent the Medicated Waters of the British Pharmacopœia. They are always of uniform strength, and will keep good any length of time in any climate.

Aqua Amygd, Amar Conc. (U.S.)	96c per lb	Aqua Fœniculi Conc.	96c per
" Anethi. Concent	96c "	" Menth. Plp. Conc.	96c "
" Anisi, "	96c "	" " Aug "	$1.44 "
" Camphoræ, "	96c "	" " Virid "	96c "
" Carui, "	96c "	" Pimentæ " "	96c "
" Cinnam. Ver. Conc.	$1.44 "	" Pulegii " "	96c "
" Cassiæ Conc.	96c "	" Rosmarini " "	96c "
" Flor Aurant.	$2.04 "	" Rosæ " "	$2.04 "
" " Sambuci Conc.	2.04 "	" " Virgin	2.52 "

The above may be had in ¼ lb., ½ lb. or 1 lb. Bottles and upwards through most of the Wholesale Drug Houses.

SUPERIOR ORANGE WINE (Vin. Aurantii, B. P. 1898)

B. ROBINSON & CO. LIMITED
Distillers and Brewers of British Wines
PENDLETON, MANCHESTER

"Every Coat we turn out a Winner"

Druggists' & Dispensers' Coats

Your personal appearance will be improved by wearing our made-to-measure coats thoroughly shrunk. We have a large variety of styles and strictly washable materials.

Cut shows Style No. 18,
made from any material desired

Write for our swatch card showing styles, materials and prices, free upon request. We can fit you by mail very nicely.

Free Delivery in the United States and Canada
Address:
WEISSFELD BROTHERS
115 Nassau St, New York

FOR OVER HALF A CENTURY

BROWN'S BRONCHIAL TROCHES

Have been recognized throughout the world as a staple remedy for hoarseness and coughs.

A preparation of simple medicinal substances held in general esteem in the treatment of throat affections caused by cold or exertion of the vocal organs.

The Troches are effective in disorders of the throat and larynx, and an invaluable aid to speakers and singers for allaying hoarseness and irritation of the throat.

To sufferers from Lung Troubles, Bronchitis and Asthma, they afford great relief. Warranted free from opiates or anything harmful. In boxes only; never sold in bulk.

BROWN'S BRONCHIAL TROCHES

Advertising matter sent free to Druggists upon request

John I. Brown & Son, Boston, Mass.

Turn Into Money

Your slow and doubtful book accounts—Hand them to the Collection Dept. of THE MERCANTILE AGENCY

R. G. DUN & CO.
70 Bay Street

The Collection Service, which has been proved most satisfactory by all users of it is

Open to Reference Book Subscribers.

Subscription and Collection rates on application.

OVER SEVENTY YEARS RECORD OF EFFICIENCY.

Why not take Advantage of This Small Space?

It Will Bring You Results

— Write for Particulars —

Canadian Druggist Toronto

Fancy Goods and Stationery

AERIAL TOYS.

An entirely new line of fabric planed monoplane airships, which fold to an absolutely flat surface when the propellers are removed, has been brought out at this time to retail in 25c., 50c., $1.00 and $1.50 sizes. Fifty-foot flights can be guaranteed the boy on practically all of these airships. They have bamboo planes, and the colored planes may be bent to give steady flights. Fifty-cent and all higher-priced sizes are provided with wheel chassis upon which these aeroplanes run along the ground for a short time before they rise into the air. The action of these aeroplanes is smooth, and they are practical articles to retail at popular prices.

In "Baby Flyer" the trade is presented with an excellent monoplane airship to retail at 25 cents. The manufacturer has succeeded in obtaining flights of over 100 yards with this novel toy. In form the toy is triangular and has two small wooden propellers at the back, the airship flying with the sharp point of the triangle foremost. It is about 18 inches in length with stout rubber elastics extending from the forward point to each of the propellers, which, when wound separately, give sufficient power to propel the airship through the air.

This toy should appeal to the druggist as a side line. It is compact, takes up very little space, and would soon become popular with the young people.

RAPHAEL TUCK & SONS, LIMITED.

The eleventh annual general ordinary meeting of the members of Raphael Tuck & Sons, Ltd., was held yesterday at Salisbury House, Finsbury-circus, E.C., Sir Adolph Tuck, Bart. (Chairman of the company), presiding.

The chairman, in the course of his remarks, commented on what he thought to be the most encouraging feature of the year's work, viz.: the considerable increase in connection with the Christmas and New Year Card Department which was, in reality, the foundation of their great enterprise.

Mr. Desmond Tuck was appointed to the directorate. He is considered to be, by all the members of the directorate, a very capable man, having served in many capacities in the business during the past five or six years.

Sir A. Conan Doyle and Mr. Alfred Parsons, F. A., were re-elected on the directorate.

STANDARD BOND BOX.

A novelty being shown by Buntin, Gillies Co. Ltd Hamilton, is the Standard Bond Box for holding deeds, bonds and other valuable papers. It is

made of heavy pressed steel, finished in hard-baked dull black enamel, has a spring lock and two flat keys, and comes in one size only 11 x 5¼ x 2¼ in.

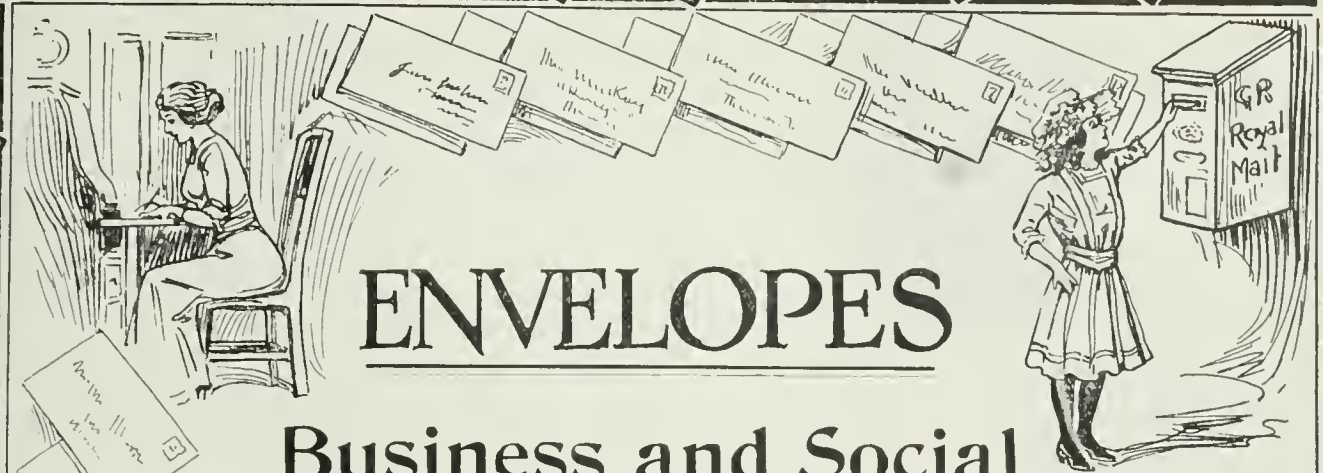
STATIONERS' HALL CLOSED FOREVER.

Stationers' Hall, the copyright registry of the Stationers' Company, has closed its doors forever, and the familiar phrase, "Entered at Stationers' Hall," has ceased to have any meaning. This is one of the consequences of the new copyright act which has come into force.

As an institution of copyright registry in Stationers' Hall Court, Ludgate Hill, dates from the beginning of the sixteenth century, though the building in which it has been housed of late years is comparatively modern. The original idea was to have a check upon what was then regarded as heretical publications, and with the Stationers' Company was associated the Archbishop of Canterbury as a sort of Lord High Censor.

Various orders were issued by the Privy Council from time to time for the regulatian of printed matter, and later the Legislature interfered in the same direction. The Licensing Act of 1662 required all printed works to be registered at Stationers' Hall. That act expired in 1681, and in 1710 the first copyright act was passed, aiming rather at the protection of authors' rights than at fany form of government censorship.

Shakespeare's sonnets were entered at Stationers' Hall in the name of Thomas Thorpe. All Milton's original editions were accepted there without demur, but after the Restoration as many copies of his political works as could be found were heaped up in the country and burned by the common hangman—a fate that befell many other books—good, bad and indifferent. The new act provides no compensation for the officials of the Copyright Registry who are thrown out of employment by the closing of the Hall.



ENVELOPES

Business and Social

¶ "Judge a man by the clothes he wears." Good clothes makes a good impression.

¶ Judge a man in a business way. Judge a lady in a social way—by the envelope used to "clothe" the correspondence.

¶ A good envelope makes a good impression, and the high grade envelope trade can be made a most profitable section of any dealer's business.

¶ We have proved it in the manufacturing end of it, and are specializing on the higher grade lines with great success. The trade is showing a practical appreciation of it, and we are selling more and better envelopes to-day than at any period in our business history.

WE WILL SEND SAMPLES IF REQUESTED

Warwick Bros & Rutter, Limited

Envelope Manufacturers Toronto

THE LATE JACOB BAUR.

Jacob Baur, founder, president and treasurer of The Liquid Carbonic Company, died suddenly Friday night, July 19, at Michael Reese Hospital, Chicago.

Up to a few days before his death, Mr. Baur was apparently in his accustomed robust health, but malignant intestinal trouble set in, and after a week at the hospital an operation was resorted to as the last resource.

From this operation Mr. Baur never recovered.

Funeral services held at Trinity Episcopal Church, Highland Park, Sunday afternoon July 21, were attended by a large body of the company's employees as well as by sorrowing friends from all over the country.

Interment was at Terre Haute, Ind., Monday afternoon, July 22. Mr. Baur leaves a widow and a 15-months-old daughter.

Mr. Baur was born in Louisville, Ky., October 12, 1856. He attended the public schools at Terre Haute, Ind., and at the age of 11 began clerking in his father's drug store in that city. Later he attended the Philadelphia College of Pharmacy, graduating in 1881. On returning from College the young man was given the management of his father's store and showed such marked business ability that he almost doubled the previous year's business the first year of his incumbency; and in a few years made the Baur pharmacy the largest in the city.

From the first he made soda water a scientific study and developed that feature of his retail drug business to a point where he saw its world wide possibilities.

This study led to his development of a process for liquefying carbonic acid gas, and his formation of a company and the erection of a primitive plant in Chicago—this in 1888—for its manufacture.

From this humble beginning the company grew, year by year, to a point where it is stated to be the largest soda fountain, carbonator, gas and supply house in the world.

Watch Wizard Burbank make it possible for us to pick figs from thistles.

DRUG CLERKS' OFFICIAL NOTICE.

Greetings to the Members of the N. A. P. and the Drug Clerks of the U. S.

The following is the official notice issued by the N. A. P. relative to the annual convention which is to be held at Akron, Ohio, on Sept. 3rd.

One and all are herewith invited to attend the next annual convention of the N.A.P. at Akron, Ohio, Tuesday, September 3rd, 1912.

It is the fervent hope of the national officers of N.A.P. that the drug clerks of the U. S. will become aroused to their interests and duty to their national association from both a professional and moral view point and attend this convention, thereby co-operating and assisting in the principles and objects for which the association was formed, i.e., betterment and elevation of the pursuit and vocation. Those who are unable to attend in person are respectfully invited to write an article to be read before the convention.

Many of the drug clerks of the land have some valued ideas which would prove a great benefit to the principles and objects of the N.A.P. as well as Pharmaceutical organization and progress.

In this aggressive age of both commercial and professional pharmacy it is necessary that the drug clerk become aroused to his duty towards organization if he hopes to achieve that degree of success, recognition and standing which is justly due him.

Statistics show that sixty-two per cent. of the registered men of the U.S. are clerks, therefore, it can readily be seen that the clerk is a factor in his profession, and which within itself should make him zealous to become a DOER OF DEEDS in the noble and beneficent objects of the National Association, and that sphere wherein he expects to roam for the balance of his life.

Through the assurance of Mr. F. M. Blank, of Akron, Ohio, chairman of the local entertainment committee and the drug clerks of that city, we are confident that no man attending same convention will regret his time and money spent. BOYS—N.A.P. was founded upon honor by the Drug Clerks for the Drug Clerks of the land, and the work of the association for both employee and employer has ever been guarded by the principles embodied and emanating from the three great theological and the four cardinal virtues, hence, no man should hesitate to take up the knight-hood of N.A.P.

KENT-M'CLAIN AGAIN.

Mr. R. Martineau, of Mt. Royal Ave., E., Montreal, has recently fitted up a handsome store at 1505 St. Lawrence Boulevard. It is in rich quarter cut oak and the silent salesmen are of the "Eclipse" design, all glass construction. The outfit was installed by Kent-McClain, Limited (Toronto Show Case Co.)

The Perfume, like the Lady Herself, Is a General Favorite

Perfume in ¼ Litres	$10.00	bottle;	retails for	$2.50 oz.
Face Powder	24.00	dozen;	" "	3.50 box.
Soap	24.00	"	" "	3.50 cake.
Toilet Water & Face Lotion	22.80	"	" "	3.25 bottle.

ORDER FROM YOUR WHOLESALER AT ONCE

Never before has a Perfume become so quickly popularized.

J. PALMER & SON, Limited

The Specialists in High Grade Toilet Goods

are the Sole Canadian Agents for **Maison Rigaud, Paris,** and also Sole Agents for the following:—

A. & F. Pears Limited, London—The Makers of Pears' Soap.

E. Dupont & Co., Paris—The largest and best Toilet Brush Makers in the world.

J. & E. Atkinson Ltd., London—Makers of the new up-to-date Perfume series, "Poinsetta."—the perfume with a story to it.

V. Rigaud, Paris—Makers of famous "Mary Garden" and other perfumes.

Lentheric, Paris— " " "Dame en Noir" perfumes, etc.

Parfumerie Panafieu—Makers of Fards, etc.

Daggett & Ramsdell, New York—Makers of the well-known D. & R. perfect Cold Cream.

Florendine Mfg. Co., New York—Makers of Lustr-ite Nail Preparations (used by 90% of the leading Manicurists of America).

Scheffler's Hair Colorine.

Maison Broux, Paris—Hair Dyes.

Imperial Chemical Manufacturing Co.—Hair Dyes.

Papleo Poudre Ltd., London—Makers and originators of powdered paper.

National Perfume Co., New York.

The British Chamois Co.—Washable Chamois Leathers.

F. Wolff & Sohn, Karlsruhe—Makers of Kaloderma and other Toilet Preparations.

Roure—Bertrand's Olive Oil.

Michelsen's Bay Rum.

Proprietors of the Regal Perfumery Co.

Makers of the very popular Perfumes "Brise Charmante" and "Jack Rose."

Photography

HINTS FOR AMATEUR PHOTOGRAPHERS.

A STAIN REMOVER.

A little of the "chloride of lime" or "bleaching powder" of the oil shop stirred up in water makes a solution which is very useful as a stain remover. It will clean dishes, fingers, prints, all sorts of things, removing stains which other cleansers have failed to touch. It acts as a reducer upon negatives and prints, and so must be applied with caution. It is best before use to filter the solution through a plug of cotton wool placed in a funnel.

CORKS

A cork which has already served in one bottle should not be used for another unless both bottles are to contain the same substance. Neglect of this point is one which may very easily lead to the contamination and consequent waste. A cork may be washed, boiled even, and still retain enough of a foreign body to do harm. A few new corks are always good stock in the dark room.

PAPER FUNNELS.

Crystals and powders can be poured into bottles, even if these have quite narrow mouths by means of a paper funnel. It is best not to make this in the way the grocer folds his sugar bag, but to take a square or circle of paper, and to fold it in half, and then in half again at right angles to the first fold. It is then again folded, this time diagonally, the point where the paper is folded—i.e., not that where there are the free edges—is cut off with a pair of scissors, and is inserted in the neck of the bottle, and the paper opened out into a cone by separating some of the folds from the others. Such a funnel can be used for liquids also, if they are not such as would attack the paper, or absorb impurities from it; this is better than using a glass funnel for liquids of such a nature as to make subsequent cleaning of the funnel difficult, as in the case of oil or varnish.

PRINTING AT THE WINDOW.

When two or three small frames are to be put

up inside the window to print, a good plan is to open the window, top or bottom, for a few inches, and to stand the frames on the bottom sash of the top window. They will then lean back quite safely against the top sash of the bottom window.

A SIMPLE EXPERIMENT.

The hand camera user who has not made this experiment is advised to do so. Selecting a place where the camera can be left undisturbed, it is put up, a plate exposed and developed. The negative is then taken to where the camera still remains in the exact position it occupied during the exposure, and the view on the negative is carefully compared with the view on the finder, in order to see exactly how far they agree. The information obtained if not always pleasant is valuable, and often surprising.—Photography.

WRITING ON GLASS.

It is impossible to write upon glass with an ink which will etch the surface, so as to leave a permanent record. The ink is one which is very corrosive, so that it must be used with care. A little saucer of lead foil or of vulcanite should be used to contain it, since a glass vessel is manifestly out of the question, unless given a protective coating of some kind. Wax will serve to protect it, but the lead cup is better. A mixture of one part of ammonium fluoride and four parts of barium sulphate is made—the exact proportions are not of any moment—and a little water is added to give the consistency of thin cream. It is poured into the lead cup. If the total bulk is about a dram, three drops of sulphuric acid may be added, the mixture stirred with a little strip or spatula of lead, and used forthwith. An ordinary pen may be employed: but must be handled so that the preparation does not get on the fingers, when it would cause a nasty sore. Nor should the fumes from the mixture be inhaled. The writing is allowed to dry, and the ink may then be washed off, when it will be found that it has etched the surface of the glass. The marks may be made more visible by being filled in with black for which purpose a little Brunswick black may be wiped over them. It will lodge in the etched parts, and is wiped from the rest.—E.B.E., in Photography.

TUCK'S

Novel and Original Designs for Satisfaction-Giving and Profit-Making

Christmas and New Year Cards,
Christmas Letters,
Christmas and New Year Post Cards,
Calendars,
Christmas Gift Seals,
Tags and Holly Cards,
Personal Greeting Cards and Letters,
Occasion Post Cards,
Birthday Cards and Post Cards,
Toy Books, Gift Books, Painting Books,
Juvenile Books, Baby Books,
Wedding Books,
Birthday Books,
Toys and Dolls of Paper.

—WRITE FOR CATALOGUE—

RAPHAEL TUCK & SONS COMPANY, LIMITED

9-17 St. Antoine St. - MONTREAL

LONDON PARIS BERLIN NEW YORK

MANITOBA PHARMACEUTICAL ASS.

(Continued from page 620.)

or Examinations, of which 24 were successful and four were granted supplementals and at the Major examination 25 students presented themselves and two wrote on the license examination. Twenty-two students were successful and two were granted supplementals, while one succeeded in passing the license examination.

At the Minor examination, Mr. C. A. Mooney was awarded the Association silver medal, and was also successful in winning the gold medal at the Major. Mr. E. C. Hamilton was awarded the Association medal, and W. C. Turner won the Flexon medal in chemistry at the Major examination.

During the year I have received notification of retirement from business or have been advised of the removal from the Province of 29 members of the Association.

(Signed) W. D. Macdougall.

The report of Auditor Hill, certifying as to the correctness of the financial report was, on the motion of R. T. Butchart, seconded by R. I. Brooking, adopted.

Following the regular order of business attention was called to the adoption of a two year course at college. Principal Bletcher submitted a very interesting and detailed report, outlining the matter. After some deliberation it was moved by Mr. A. T. Connell, seconded by Mr. T. A. Andrews, that this annual meeting of the Pharmaceutical Association of the Province of Manitoba would recommend this important matter of the proposed two year course to the careful consideration of the incoming council.

ELECTION OF COUNCIL.

The following were declared elected for the ensuing two years: E. Nesbitt, Winnipeg; M. Westaway, Miami; C. W. Campbell, Winnipeg; R. T. Butchart, Minnedosa; A. R. Leonard, Stonewall; D. E. Clement, Brandon; T. T. Malcolm, Dauphin.

MEETING OF THE NEW COUNCIL.

At a meeting of the new council of the Pharmaceutical Association of Manitoba the following officers were elected and committees appointed:

President—E. Nesbitt.

Vice-President—M. Westaway.

Treasurer—C. W. Campbell.

Board of Exam.—E. Nesbitt, M. Westaway, C. W. Campbell, A. R. Leonard, and R. T. Butchart.

Educational—T. T. Malcolm, R. T. Butchart and C. W. Campbell.

University Rep.—E. D. Martin, A. R. Leonard and H. E. Bletcher.

Legislative—A. R. Leonard, D. E. Clement, E. D. Martin.

Registrar—W. D. Macdougall.

Principal—H. E. Bletcher.

Auditor—A. Hill.

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Lewis' POST CARDS of unusual keen but clean humor.

A combination of worthy "Good Store" productions that are worth **your** appreciation.

VALENTINES, ST. PATRICK AND EASTERS NOW READY.

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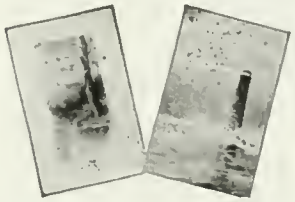
Open orders get individual attention and are subject to return of any series or all, if you don't think as well of them as we do.



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CANADIAN PHARMACEUTICAL ASSO.

(Continued from page 593.)

PRESIDENT'S ADDRESS.

To the members of the Canadian Pharmaceutical Association :

Gentlemen,—It is with mixed feelings of pleasure and regret that I address you to-day, but that the pleasure far exceeds the regrets in magnitude is a happy omen.

The year that has rolled by since we met in Montreal seems to have been a short one indeed. The pleasurable recollections of our last convention are still with us and I trust that this one will leave behind it the same pleasant remembrances.

The pleasure of our meeting once again so many of our confreres who have been fighting year by year for the good of our cause is immense. The pleasure of knowing that this Vancouver of ours, the biggest "baby city" of America, is welcoming such an august body of men is beyond expression.

For one who has grown up with the pharmaceutical life of our "Great West," and had the advantage of establishing in this growing city, cannot help expressing his great pleasure in being honored to receive you and preside over the galaxy of talent, brains and power as sit before me.

The pleasure of being able to feel that you that are here (and many more of our fellow craftsmen of the Dominion) have had successful times behind you, and the prospects of even better before, is only tinged with regret that we must know that there are still many who have not been so successful, and I feel, gentlemen, that we have met together to-day (as many of us have in the past) to do our utmost to help and aid those who may not have been able to taste of that great amount of success that we have.

It must be with regret that we do not see be- our time and spending our money (and at the same time having a most pleasant convention) we are doing deeds that are going to help others attain success, and ere long stand in and take our places : therefore it behooves us to feel every moment of this convention that we are not working for ourselves alone, but for our brother who may not be able to be with us, from the many causes that we know of.

It must be with regret that we do not see before us some of those sparkling, buoyant spirits and merry faces that have been wont to dwell within our convention, among whom are Henry Watters, of Ottawa, and the boy, Case, of Pictou; Fuller, of Nova Scotia ; Hughes and Johnstone, of P.E.I.; J. A. Tremble, of Montreal ; E. Clinton Brown, and the revered Mr. Hawker and his son, of New Brunswick, and many others are among those who have stated sincere regrets at being unable to be with us. 'Tis sad but true.

It is with profoundest regret that I report that one of our brightest, cleverest and most buoyant members has passed to the great beyond. One of the most active and most enthusiastic pioneers of our Association has been taken away from us in the prime of his life while almost in the very act of preparing work and papers for this convention. I hardly need say to whom I refer. All of you know that Mr. A. W. P. Gourlie, of Summerside, P. E. I., was all and far more than I have expressed, and I feel that whilst your President (and I have no doubt many others of our Association) have condoled and sympathized with the widow and family, this convention will express its feelings in no weak manner.

It is with pleasure that I have read and re-read the many hundreds of letters and cards that have been received during the year.

It is with regret that we are compelled to see between the lines that many of our craft are under the thumb, the crushing thumb, of the "Oppressor."

I do not think it will be out of place for me here to quote a few short, pithy sentiments from some of these, for it is from them that we often see "a man's most inmost soul." For instance :

L. L. R., Sask., writes—I trust business of a helpful nature will be transacted for the retail druggist.

L. T. B., Kingston.—For everyone who cannot attend I hope you will have a hundred who can. Success to you.

W. H. M., Kingston.—Sorry, sorry, I cannot attend. Sincerely hope you will succeed in having pharmacy placed where it belongs.

G. N. C., Sask.—Your ideas set forth are exactly mine. Especially get after the wholesalers.

F. H. P., Toronto.—I stand with you re wholesalers.

A. R. S., Montreal.—Wishing all success to the C. Ph. A., the formation of which was undoubtedly the greatest advance made by the Canadian pharmacists since I came to the country eleven years ago.

E. H. B., Cornwall.—Very sorry I cannot be with you. I am in hearty sympathy with the movement.

W. F. R., Sask.—Hearty sympathy with work done by the C. Ph. A. last year. Hope to see it continued and extended.

A. J. O., London.—Hearty accord with work done. More power to you.

F. H. Mc., New Hamburgh.—Wishing every success. Suggest a new line of preparations with the crest of C. Ph. A. on, "approved by them."

A. B. J., Sarnia.—Heartily endorse the good work being done.

R. E. C., St. Thomas.—Sale of Red line, through druggists only.

J. & R., Parkhill.—Association all right !

A. G. F., Fenelon Falls.—Fight wholesalers and proprietary men to a finish. "They have us in their mitt."

C. S. L., Montreal.—All success to you in such a good cause.

H. L. H., St. Albert.—Wish C. Ph. A. success. Have you an official organ?

J. T. K., West Lorne.—Expect our representatives to back up your President in his present policy.

J. T. McK., Sask.—Heartily endorse the stand taken by C. Ph. A.

F. P., Nova Scotia.—I cordially endorse your position re Na-Dru-Co

H. G. R., Burne.—In fullest accord with the work of the C. Ph. A.

S. H., Toronto.—I stand for all that the C. Ph. A. advocate.

R. F. W., Uxbridge.—Success to your policy!

C. S., Gananoque.—Retailers must stand firm. Success to you!

A. F. G., Manitoba.—Sorry I cannot make Vancouver. My hearty co-operation in your work for retail druggists.

These are a few. There are hundreds of others in similar strains.

It is with pleasure that I can honestly congratulate this convention that the large majority of druggists in Canada have had a successful year. And you will agree with me that no profession, no class, no trade deserves the fullest measure of success more than the druggist and pharmacist.

LEGISLATION.

There has been little new legislation during the past year affecting our profession, but it behooves us through our Legislative Committee to "watch and pray," that when it does come it may be to our advantage.

We have received certain information that a new Patent Medicine Bill is under consideration, and unless carefully watched might, affect our interests vitally. We have several strong pharmacists now in the Dominion House, and with the help of those who have influence, those not pharmacists may be led in the right pathway.

The Department of Militia has not recognized our requests re standing of pharmacists' dispensers in the army. We must still push our claims. Our dignity must be maintained, and as we are likely to have the Minister of Militia in this city to-day we have a good opportunity of presenting our cause in person.

RECIPROCITY OF DIPLOMAS.

From papers to be presented at this convention, it will be seen that there are some on the "Interchange of Diplomas" between different Provinces. And whilst this interchange may not take place immediately it doubtless will ultimately be achieved.

CANADIAN FORMULARY.

This should be a more prominent feature in our activities, and I hope the Committee will have recommendations of a practical nature to place before us. Why should we not have a Canadian Formulary Depot for Canada? Why should we be everlastingly taking and buying from outside countries, with no more knowledge and brains than ourselves? Why should we not educate the physician to understand and appreciate that we are just as good as our neighbor?

EDUCATION.

The educational facilities of the Dominion are both increasing and improving. The new Universities that are fast coming to life in the Territories and in British Columbia will in the near future be a grand factor in the additional educational advantages of pharmaceutical students and that of our profession.

I regret to see that the colleges are not taking more definite action re Commercial Education, as in that I cannot help but see the greatest necessity in our present busy, competitive times; and it is firmly impressed upon me that all our colleges should have this important subject in the curriculum.

COMMERCIAL INTERESTS.

The "Commercial Interests" of our profession has, as most of you are aware, been very much in the lime-light of the druggists during the past year. I am sorry not being able to report greater progress in the absolute success of our desires and wishes.

I hope the committee entrusted with this important and absolutely necessary question will have some wise and useful suggestions to recommend to the Convention. There are funds of information available for the committee to make the most valuable and helpful reports.

I do not deem it necessary in this address to recapitulate all that has taken place on this subject during the past year. It has been published and re-published from one end of Canada to the other, and all who wished could read, and all who wished could see that the one firm whom we prayed, whom we beseeched, whom we have begged to help us, have refused, and whilst posing as the retail druggists' friend and benefactor and seeking his co operation, are not willing to pay the price asked therefor, simply confining the sale of certain lines to the druggist and pharmacist. We regret that they failed in this, their greatest opportunity of making friends with the retail drug trade.

Our Association must take some steps at this convention re the resolution passed by it at Montreal. In my opinion the action taken by this convention re Commercial Interests is absolutely vital to our continued success, notwithstanding the educational, pharmaceutical, ethical or other sides and parts that may be taken up. The commercial, the "bread and butter" side of the retail drug-

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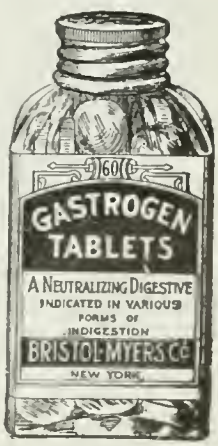

gist's life must stand out predominant, and to this end I would strongly recommend that this convention agrees to appoint one of the strongest, ablest men to be procured on this continent, to canvass every retail druggist in Canada from P.E. Island to Vancouver Island, from "ocean to ocean," to explain this Association's views, actions and wishes, and to enlist the absolute support to the resolutions of this Association as well as to promote the existence and utility of the Canadian Formulary.

OFFICIAL ORGAN.

I would also recommend an official organ for this Association.

If drug journals have to live by the advertising it is perhaps too much to expect the owners to be big enough or philanthropic enough to give us their best, and refuse to take the worst that is laid before the retail druggist "without remuneration." Therefore let us take one Journal or make one, which will be with us, for us, at one and all the time, "Our Organ," "Our Journal," owned and controlled by our Association.

I would also urge upon this Association the importance of putting upon the market or strongly recommending certain lines of proprietary manufacture to the retailer wholly controlled by themselves and confined to the drug store or the pharmacy. For what is the use of your education, what is the use of your colleges, what is the use of your universities to the pharmacist if he is to be compelled and hounded into selling the same goods as the grocer, the general store or departmental stores handle?

For the sake of your less successful brother, for the sake of your fellow druggist, take a stand for common humanity, and help him who is unable to help himself.

This convention is being looked forward to from all over Canada, as being the most important one ever held. Let us make it so. Let us do things, not talk about them. Let us do our duty, not think about it. Then this convention will be the greatest convention of pharmacists ever held in Canada and will be followed year by year by year by greater ones.

ADIEU.

God send you speed, still daily to grow wiser,
And may you better reck the rede, than ever did th' adviser.

Yours sincerely,
CHARLES NELSON.

SECRETARY-TREASURER'S REPORT.

Mr. President and members of the Canadian Pharmaceutical Association:

I beg to submit the annual report and statement of your finances for the past year accompanied by the report of your auditors, and I am pleased to report such a satisfactory showing.

The work of the year has been laborious in the one feature of correspondence, as can be realized by the accumulation before you which represents letters and replies bearing on the work of the Association. In addition to this, there was sent out of the Secretary's office some 4,000 circular letters, 2,000 circulars and 2,000 addressed post cards. Correspondence with railroads concerning transportation was also voluminous, amounting to hundreds of letters and circulars to railroads and members.

I regret the unfortunate circumstance that the convention rate was not accorded us before the 16th of July notwithstanding the application was made for it early in the year and a personal visit made to Montreal in May.

During the year correspondence passed with the Hon. Mr. Nantel on his announced purpose of amending the Patent Medicine Act, and also with the Honorable Col. Sam. Hughes re the Status of Pharmacists in the Canadian Militia and Navy, and I beg to submit the same for action at this meeting.

REPORTS OF COMMITTEES.

REPORT NO. 1 OF THE COMMITTEE ON RESOLUTIONS.

Your Committee on Resolutions, having had under consideration the paper on "Co-operation" by Mr. J. H. H. Jury, would recommend that the following resolution be adopted:

Resolved that a Select Committee be appointed to consider the advisability of organizing a co-operative manufacturing company, as suggested in said paper, this Select Committee to report at a future session of this convention.

We recommend that the committee be constituted as follows: J. H. H. Jury, Chairman, Messrs. Nelson, Knowlton, Connell, Campbell, Gibbard, Riecker, Crosby, Skinner, Ryan.

All of which is respectfully submitted.

John Cochrane, Chairman; Geo. H. Graydon, R. T. Butchart, Geo. A. Riecker, T. A. Connell, J. S. Armitage.

REPORT NO. 2 OF THE COMMITTEE ON RESOLUTIONS.

Your Committee on Resolutions, to whom was referred the letter of the National Drug & Chemical Company, Ltd., dated July 15th, 1912, addressed to the Secretary of this Association, together with communications to this convention of Geo. A. Burbidge and Geo. Y. Dibblee and all other communications referring to the matters dealt with therein, having had these papers under consideration beg to report as follows:

(1) That the National Drug & Chemical Company in introducing their line of preparations to the retail drug trade of Canada recognized themselves the peculiarly intimate relations which exist between them and the retail druggists of Canada as distinguished from those which exist between the Company and any other class of retail merchant. Evidence of this is furnished by the series of introductory letters sent to the retail druggists with a view to securing their co-operation long before the real nature of the benefit

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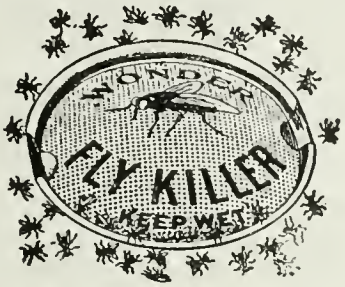

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One Drop Corn Remover

ADVISE no cutting with knife.
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$1.50 per dozen. Quantity price on application. Ways and means with initial gross to assure disposal of goods. During 1911 one medium size retail drug store sent four orders of one gross each, giving a profit of $82.80 the first season of selling the article.

which the Company proposed to confer upon the retail druggists and the details of the contract to be signed were disclosed.

(2) That the original contract on the price protection plan submitted by the Company to the retail druggists for signature before the retail druggists would be allowed to purchase the goods conferred on the company the power to reduce the retail selling price of the goods at the Company's discretion without regard to the retail druggist's opinion upon such a course or the consequent reduction in his profits, the wholesale cost remaining the same.

(3) That the Company later decided to render ineffective this clause conferring on themselves the power, through the reluctance of the independent retail druggists to sign the contract as originally submitted.

(4) That the Company were not the first to introduce to the retail druggists a line of price protected goods, as is sought to be conveyed by the Company's letter.

(5) That the Company realized, in reference to goods costing the retailer $2.00, $4.00 and $8.00 per dozen, that other successfully competing price protected lines were affording the retail druggist a better profit, and that the Company had to meet that condition or their goods would take their place with other proprietaries on the $2.00, $4.00 and $8.00 basis.

(6) That the reference in the Company's letter to conditions which existed in 1902 to 1904 is interesting as indicating the awakening thoughts and expression of price protection. Since that time, however, this principle has developed, and we have to-day to face changed conditions which must be met by a different method.

(7) That the expression of wonder contained in the Company's letter as to whether the Canadian Pharmaceutical Association is opposed to the price contract plan or not is uncalled for, the Company knowing full well the stand of this Association on this matter. While endorsing price protection we also request trade protection.

(8) That the attacks by officers of this Association referred to, are directed, not against the Company, but against their policy, regarding which the Company must concede that there may be a difference of opinion between them and the retail druggists.

(9) That we affirm the right and power of this Association to modify any plan not acceptable to this Association, and to make recommendations in accordance therewith to meet new conditions which arise. We would remind the Company that the original contract plan for the sale of their goods, as submitted by them, was later amended by them in its operation, and we claim the same privilege of action, particularly as no agreement exists between this Association and the Company.

(10) That the accord that is sought to be established between the retail pharmacists and general merchants of this Dominion is not acceptable to us as retail pharmacists and should not be proposed in opposition to our wishes by a Company so intimately related to us in business affairs and one which receives from the retail pharmacists an annual volume of business which should entitle our opinion as business men to be given more consideration by the Company than it has received.

(11) That we understand that the stores in Toronto to which the Company's letter states that a competing line of price protected goods were sold are recognized by our fellow pharmacists of that city as regualrly registered drug stores.

(12) That the letters to the Company of Mr. Nelson and Mr. Knowlton, referred to, contained no allusion to the confining of the sale of the price protected lines of the Company to the retail drug trade for the reason that it was anticipated in British Columbia then, and for a considerable time subsequently, that the Company would adopt no other course.

(13) That the general prosperity of retail pharmacy, referred to by our President last year, did not arise from the action of the Company, but was and is the result of the business ability of retail pharmacists themselves to take advantage of their opportunities. In support of this statement we cite the fact that those retail pharmacists who have refused to handle the Company's price protected line are equally prosperous with those that do handle them.

In view of the above findings your committee recommend that the following resolutions be adopted by this convention :

(1) Resolved that this convention of the Canadian Pharmaceutical Association hereby place on record a declaration of their inherent right and freedom to adopt any plan for the marketing of any lines of price protected and trade protected goods which they deem advisable, and to recommend the same to their members for their support and co-operation.

(2) Resolved that in carrying out our declared right, as expressed in resolution number 1 above, this Association hereby reaffirms the resolution of the Convention of last year, as follows : "That in view of the failure to reach an agreement with the National Drug & Chemical Company, Ltd., regarding the resolution of your Association, requesting the management of that Company to refuse to sell "Na-Dru-Co" preparations to any dealer except a registered druggist in places where a registered druggist is located, this Association places itself on record that the best interests of Canadian Pharmacy and sound, legitimate merchandising demand that no line of goods not adopting this principle be endorsed by this Association."

(3) Resolved that we confidently expect the support and co-operation of retail pharmacists throughout the Dominion in our attitude as expressed above on this question.

All of which is respectfully submitted.

John Cochrane, Chairman ; Geo. H. Graydon, T. A. Connell, Geo. A. Riecker, R. T. Butchart, J. S. Armitage.

REPORT NO. 3 COMMITTEE ON RESOLUTIONS.

Your Committee on Resolutions, having considered the communication of Mr. G. A. Burbidge in reference to his comment on Mr. Knowlton's proposed draft of the report of the Committee on Commercial Interests, beg to report :

That the comment submitted by Mr. Burbidge in reference thereto is out of order, as the proposals commented on were not included in the report of the Committee on Commercial Interests.

We recommend that the following resolution be adopted by this convention : Resolved that all the words in Mr. Burbidge's communication following the expression "let us work it out" towards the bottom of page 5 down to the words "as to the National sowing discord" on page 6 be expunged from the minutes of this convention.

All of which is respectfully submitted.

John Cochrane, Chairman ; J. S. Armitage, T. A. Connell, Geo. H. Graydon, R. T. Butchart, Geo. A. Riecker.

Mr. President and members of the Canadian Pharmaceutical Association,—I regret exceedingly that I cannot be with you in what I hope will be the best Canadian Pharmaceutical convention to date, and one that will build up for the permanent welfare of pharmacy in Canada.

Since I cannot personally take part in the discussions of the convention, I would like to put in a few words in regard to what is at present the most prominent subject before the association, the unfortunate disagreement with the National Drug Company.

It is interesting to trace the course of this discussion with the National Drug Company. In preparing the program for the Halifax convention, the local association instructed me to ask Mr. Martin, of Regina, for an address, which, as the time was very short, I did by telegram in the following words : "Booking you for paper on commercial treaty between wholesalers and retailers, dealing with various points at issue. Present both sides of case. Suggest policy of mutual consideration and co-operation, and basis for equitable agreement. Said wholesalers selling outside the trade and to cutters, against retail syndicate buying."

The last sentence referred to matters which were of interest to us in Nova Scotia and we presumed elsewhere. The word "trade" meant not the druggist as against the grocer or general store, but included all these. The question referred to wholesalers selling to non-dealers, to institutions and the general public, whom we consider should be customers of the retailer.

There was nothing in Mr. Martin's paper or in the discussion which followed remotely referring to Na-Dru-Co line, and it was not until the Montreal convention gave particular instructions to the committee appointed as a result of that paper that the association took the stand that non-secret lin the association took the stand that non-secret lines should be confined to the drug trade. Whether that convention rightly expressed the views of the retail drug trade can be better determined now than a year ago.

I consider that this convention should carefully review the whole question, and act not according to what may seem to it desirable, but according to what appears to be the wish of the retail druggists of Canada judged by their support or non-support of the Na-Dru-Co line, the chief exponent of the larger market. This convention would do well not to take the pronouncement of a year ago as infallible, or as a precedent that must be maintained. That there is a strong opinion to the contrary in the retail drug trade is proven by the hearty support given by many to the Na-Dru-Co preparations. No doubt there are some who have modified their views during the past year. It would, therefore, not be at all detrimental to the strength or derogatory to the prestige of the association if a majority at the present convention rescind last year's decision and decide at least not to influence the judgment of members by any official action.

Should, however, there be a strong feeling in the convention that the Na-Dru-Co policy is wrong and that the association should so express itself, the following points ought to be carefully weighed:

Is it wise to condemn the Na-Dru-Co policy with its strong and unique features even if it be not considered perfect ?

Is it fair to condemn it for not being fully restrictive when every other extensively advertised line is sold indiscriminately, and the great majority of them not at all price-protected ?

Have not the National Drug Company as good a right to determine the conditions on which their goods shall be sold as any other manufacturer? Why make fish of one and flesh of another ?

Is not the Na-Dru-Co plan infinitely better for the trade as a whole than the Rexall plan ?

Would this association have anything approaching the united support of the trade in condemning Na-Dru-Co ? Would any number of Na-Dru-Coists agree to throw out the goods ?

Would not any action resembling a boycott lead to a war with one of the leading jobbing houses with results highly injurious to both parties ?

Would it not be infinitely wiser to suggest that

each druggist or local association make the best terms possible with the National Drug Company in regard to his or their own territory?

I have pointed out that the Halifax convention in harmony with the policy adopted at the organization of this association sought to draw the wholesale and retail branches of the fraternity closer together and to establish a treaty-making spirit between the wholesale association and the C. Ph. A. The report of the meeting of the committees from these two bodies at Montreal shows that in five out of six questions it was possible to treat together with good results to the retailer. It would be a great pity if the possibility of regular negotiations between the two associations should be destroyed because of lack of harmony between the C. Ph. A. and one of the wholesale houses concerning one point of policy.

If the attitude of the National representatives at Montreal appeared to be inconsiderate it must be remembered on the other hand that we were hasty and somewhat peremptory. Let it pass! Drop the bone of contention and seek co-operation rather than antagonism in working out better conditions for the retailer.

The cut rate evil is the big enemy we have to overcome, and the only way to win the fight for profits is for every druggist to join in swamping the non-protected goods with a flood of our own preparations, Nyals, Na-Dru-Co and similar lines.

Many druggists have already decreased their sales of non-protected patents, and the Na-Dru-Co line has, I believe, been the biggest factor in the last two years in accomplishing this result.

Personally, if you pardon the reference, I am buying an average of about $100 per month of Na-Dru-Co, and no other line has ever been so successful with me. Two of my friends, who, I think, are doing less total business than I am, are each buying some $130 to $140 per month. Since two dollars worth of Na-Dru-Co replaces at least three dollars of old line patents, this means over $4500 business lost to the non-protected lines in these two stores alone. In thus striking a blow at the nostrums, these two druggists are each making from $60 to $70 per month extra profits.

If these results can be accomplished, I care not if the general store in the country profits by my efforts. Indeed I would be glad to have its co-operation. Fifty per cent. of the patent medicine business is done by general stores, and the more of them that can be induced to switch their sales of patents and toilet preparations to protected lines the better it is for us, and the sooner will the death knell of cut prices be sounded.

At the same time I do not believe it is the policy of the National Drug Company to push Na-Dru-Co goods into groceries and general stores in competition with druggists who give their line as fair a show as they give other advertised goods. However, it will be found in almost every case that general stores and grocers cannot hold their medicine trade against drug stores without cutting, if the latter are looking sharply after business, and that local competition in Na-Dru-Co goods will not in the long run be a serious factor. In any case the benefits to be derived from the punishing of non-protected goods will greatly offset any other disadvantage. For this reason we should do all we can to encourage general stores that handle patents to become interested in Na-Dru-Co.

Cutters do not create a demand for their slaughtered goods; they only take advantage of the demand already created by advertising, and the best advertising that patent medicines have is the good will of the trade at large. Let that good will be converted into positive ill will; let all retailers, druggists and general stores alike, bring to a minimum their sales of non-protected goods, and manufacturers will be forced to adopt the protective plan or go out of business.

Give all the protected goods a fair field, treat them on the square, but everlastingly knock all others, and as soon as possible put non-protected goods off our shelves. The fight is to be won not by those already up against it in cutting centres, but by the combined efforts of every dealer in Canada. Let us get down to business in this matter and show our strength in a way that will make for good. Give the Commercial Committee a good appropriation—raise the money by subscription if necessary. Issue lists from time to time of the protected lines. Conduct a thorough but judicious campaign among the trade from Atlantic to Pacific, and in doing so do not fail to encourage the sale of Na-Dru-Co, yes, and Nyals, too, if Jasper is willing, in the general stores that sell patents.

It is more than doubtful that the day will ever come when the sale of patent medicines will be confined to the druggist; it certainly will not come within the lifetime of any of us. It is foolish, therefore, to grasp at the shadow and lose the substance.

The solution of the cut-rate evil is in our own hands. Let us work it out!

As to the National sowing discord, I have not heard of it. There is no discord in this province, at least. For myself, I wish to say that in writing this letter (for the length of which I apologize) I am doing so absolutely without suggestion from any official of the National Drug Company. I am expressing my personal convictions after studying the question for a year.

I do not approve of all the National Drug Company does. For instance, I cannot understand why they do not set a good example to other manufacturers by putting Gin Pills on a protect-

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The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

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"I am a thorough believer in the food, and have had many years' experience of its excellence."

Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food

MANUFACTURERS: BENGER'S FOOD, LTD. MANCHESTER ENG

Benger's Food is sold in tins and can be obtained through most Wholesale Druggists and Leading Drug Stores.

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GLYCERINE TAR SOAP—for shampooing.
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Because they are the best to be had, and show the dealer a margin of over 75% profit.

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Used in place of Hypophosphites and Emulsions. Bears good margin of profit. We have a great variety of tasty wrappers. See samples and get prices.

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TORONTO - MONTREAL - WINNIPEG

ed basis. An effort to induce them to do so would meet with unanimous support of the trade and be in line with the true policy of the Association.

Such a fight as Mr. Knowlton contemplates would be disastrous to the C. Ph. A. There are many druggists who would object to any association of which they are members and to which they contribute engaging in such a campaign.

G. A. BURBIDGE,
Halifax, N.S.

REPORT NO. 4 COMMITTEE ON RESOLUTIONS.

Your Committee on Resolutions, having had the report of the Committee on Commercial Interests under consideration, beg to report as follows :

(1) That with reference to the paragraph deploring the death of the convenor of this committee we recommend that the following resolution be adopted :

Resolved that this association expresses its profound sorrow that during the past year we have sustained the loss by death of one of those members who were most active in its formation and one who had since then given outstanding proof of his intense interest in the proceedings of this association, Mr. A. W. P. Gourlie, of Prince Edward Island. We wish also to express our regret at the loss that Canadian pharmacy has sustained by the death of Mr. F. W. Flett, of Toronto, one to whom we owe much for his successful participation in the work in connection with the Canadian Formulary and his practical interest in all matters relating to Canadian Pharmacy.

Resolved further that the Secretary of this Association convey to the relatives of the deceased this expression of our regret and our sincere sympathy with them in the mutual loss we have sustained.

(2) In respect to the clause treating of the cost of doing business we recommend that the following resolution be adopted :

Resolved that all unprofitable lines of goods be eliminated, if practicable, from their stores by retail pharmacists of this country.

(3) With reference to scale of prescription prices, we recommend the following resolution for adoption : Resolved that we heartily endorse the scale of prices as mentioned in the report and recommend them for adoption by the members of this Association, believing that they may be attained ultimately in every part of Canada, provided retail pharmacists firmly and perseveringly attempt to do so.

(4) That the matter treated in the clause referring to outside investments being in the opinion of this committee of a private character, we recommend the adoption of the following resolution:

Resolved that the clause commencing with the words "in the matter of outside investments" towards the end of the report be stricken out.

All of which is respectfully submitted.

John Cochrane, Chairman ; Geo. H. Graydon, Geo. A. Riecker, J. S. Armitage, R. T. Butchart, T. A. Connell.

REPORT OF COMMITTEE ON COMMERCIAL INTERESTS.

Canadian Pharm. Convention, Vancouver, 1912

Through the unfortunate death of our Convenor, the late A. W. P. Gourlie, our Committee has lost one of the best workers that the C. Ph. A. has had. The President has named a successor to take up his work, and with the assistance of the other members af this Committee we trust we may have a report that will prove of interest to the Convention and permanent profit to the craft. Sometime ago a list of questions was sent to the members of the Committee, who were asked for answers, and also suggestions. Responses came from almost all of the members, and many helpful suggestions, which are herein embodied.

We think we may say that general business conditions throughout Canada in the drug trade are to be considered more or less satisfactory. There are a few outstanding features which require considerable attention. We believe that on the whole we are carrying more profitable lines than heretofore, owing to the intelligent interest being taken by the men engaged in business. Druggists are buying to better advantage than heretofore in many instances, keeping closer watch upon the amount of stock carried and a closer watch upon the cost of doing business, weeding out unprofitable lines and replacing same with lines that it pays to handle. We quote the following from a recent publication, which we think worthy of careful perusal :

"The great majority of failures in business are due to the lack of knowledge of costs. Eighty per cent. of all failures are due either to incompetency, inexperience or lack of capital, and in each of these cases it is found that incompetency, inexperience and lack of capital resolves itself largely into the question of cost. Incompetency in figuring cost occasions more loss than incompetency in any other direction ; inexperience in cost constitutes 50 per cent. of the "inexperienced failures," and cost is the leading factor in failures caused from the lack of capital. A business not founded on correct cost obviously requires greater capital. There are no profits to augment capital and nothing to prevent an unprofitable volume of business. Another cause for failure which is frequent is "too much credit." Here cost again is the principal reason. Usually the bankrupt has failed to add his percentage of credit loss to his cost of doing business, in which case he would have discovered that it was either necessary for him to add to his selling price, to cover his percentage, or to re-

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

When someone comes into your store and asks for

Cowan's

Maple Buds or Cream Bars

or some other of our many Chocolate confections, it's bad business to have to say "I'm sorry I haven't any of Cowan's, but————" for it's likely to be difficult to convince him that anything else is as good.

Why not sell Cowan's?

The line is varied, attractive and a brisk, steady seller.

The Cowan Co., Limited

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HORLICK'S MALTED MILK

is pure full cream milk, combined with the extract of malted grains, and is manufactured by

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at Racine, Wisconsin, with the scientific methods, apparatus and sanitary precautions, resulting from their experience of over a third of a century.

A delicious, nourishing Food-Drink that is distinctive and inimitable. Reliable—Uniform. Endorsed by the medical profession and the public for over 25 years.

Advertising material for Cold Soda Fountains free and prepaid upon request.

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Make Money Selling

the strongest line of the most palatable and effective Lozenges, and well known to the public.

London Hospital Throat Lozenges

(Formulæ of Sir Morrell Mackenzie)

English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per jar 90c.) In lots of 16 jars, $12 80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

English Peppermint Lozenges — Licorice Gum Drops
Ex. Strong Wintergreen Lozenges — Lemon Gum Drops
Pine Tree Tar Gum Drops
English Mint and Licorice Jujubes

Put up in 5c packages.

When ordering from your Jobber be sure to specify Roworth's.
Guaranteed under the Pure Food and Drugs Act. Serial number 1023

The Roworth Mfg. Co., 85 Maiden Lane, New York

Write for Price List. F O B, N.Y. Strictly Pure

These goods can be had from any of your jobbers

CANADIAN PHARMACEUTICAL ASSO.

(Continued from page 634)

duce his losses, or go out of business. The business man who has not figured out to a nicety what his expenses are and what percentage of profit he is making on his various lines of goods, is working "in the dark," and is very apt to experience unpleasant surprises when the time for stock taking and balancing of the books comes around."

The general trend of prices in the drug market through the year has been upwards, in some instances very marked. This has been particularly true of carbolic acid, opium and products thereof, glycerine, cocaine, menthol, santonine and buchu leaves, and while the cost of these materials is, and has been advancing for some time, very few localities are getting more money for dispensing than formerly except where an unusually large quantity is prescribed. From reports received, we are certain that the advance in prices for prescriptions is very small, while the cost of doing business is steadily advancing. This should cause us to be firm in our decision of advancing the price of prescriptions as has been recommended. The manufacturer and wholesaler advances his price immediately upon having to pay more for what he purchases, and the retailer must act accordingly if he is to maintain his place in the commercial world. We would respectfully request that with regard to the price of prescriptions those advocated at the Halifax Convention be worked up to, namely: 8 oz. mixture, $1; 6 oz. mixture, 75c.; 4 oz. mixture, 65c.; 3 oz. mixture, 50c.; 2 oz. mixture, 40c.; 1 and ½ oz. mixtures, 25c.; 1 doz. each pills (made up), capsules, konseals, 50c.; 1 doz. suppossitories, $1; ½ oz. ointment, 50c.; 1 oz. ointment, 75c. It may be in some localities this will have to be more or less gradual, but we believe in many localities it can be attained to almost at once if the druggists in the different communities make up their minds that they are determined so to do. If any locality where they do not now exist, and it is at all possible, we would advise the formation of a local association. It has proved to be a permanent good in places where this policy is adopted.

We would respectfully advocate that as far as possible we use "Made in Canada" chemicals, and as there are Canadian firms who are manufacturing high class chemicals, we think we should encourage the use thereof.

The increase in pharmaceuticals by numerous houses is a decided menace to trade in our opinion, and we think that the remedy for this is in pushing the preparations named in the Canadian Formulary. We also would recommend that ways and means be devised for the manufacture of a line of non-secret preparations under our own control as was advised in our Second Annual Report, and later we will recommend something which will have for its object a continuity of policy, so that the recommendations of the different committees at different conventions will not be lost sight of as soon as the convention is over, but will be carried into practical effect throughout the year.

We would here suggest a few practical hints which may be of advantage in helping to build up and maintain healthy business conditions, amongst which would be:

Paying greater attention to children customers, not forgetting that these children will soon be your principle customers.

Distributing plenty of small coin in change.

Judicious publicity; making a wise selection of mediums; eliminating many wasteful and useless advertising schemes, which are only of benefit to the man who sells them to you.

Insist that customers be treated with courtesy under all circumstances.

Change your displays often. If you have nothing new to show, show it in a new way.

If you have something that has gotten shopworn and mussed, price it so that it will sell. Put something bright in its place.

Take stock at least once a year, and know whether you are making money or not. If you are not, try to see where the fault lies.

Unload at some price that which is not selling.

Do not let some smooth salesman persuade you to buy a big line of something just because your competitor did so. Perhaps your competitor will not sell his, or he may have a different class of trade from what you have. If he has a very large stock, that may be the very time for you to let him have it.

Never give the public any advantage of you at the height of a season when they have to buy.

You should get away from business long enough that when you are at business you will be pleasant enough to make your customers want to come again.

We stronly advise the making of as many of our own preparations as possible. Every bit of trade obtained from these preparations is absolutely your own. Try it with a few lines, and we think it will demonstrate to you the necessity for adding to the list. What preparations you do make, package them nicely. A little money expended so as to turn out a neat and attractive package will go a long way towards creating a favorable impression therefor, and will get you repeat business, whereas a poorly packaged preparation may kill the sale thereof, even though it has many virtues otherwise.

The question of the attitude of the National Drug Company with reference to their non-secret line must of necessity, we think, have some place in our report. The Committee on Relations with

(Continued on page 640).

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4s 6s 8s 12s 16s

In 5 lb. Boxes.

Price: 32c lb.; 5 lbs., 30c lb.; 10 lbs., 28c lb.;
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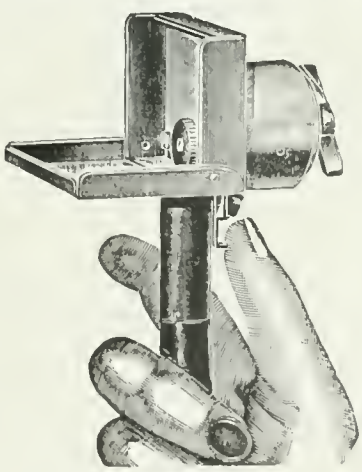

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Home Massager Beautifier

Auto-Positive Vacuum Apparatus Operated on the Water Faucet One Trial Convinces

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Cures Rheumatism, Indigestion, Bruises, Sprains. Stops Falling Hair .Eradicates Blackheads, Pimples, Wrinkles A Creator of Proper Blood Circulation.

Write for booklet and wholesale prices. Large profits. Machine recommends itself.

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Trade Notes

ALBERTA.

B. M. Robinson has started a drug business at Calgary, Alta.

J. Symes has taken over the Star Medical Hall, Edmonton, Alta.

Thos. Hinton has opened a new drug business at Beaver Mills, Alta.

Wm. Blair has purchased the drug business of McDuffee Bros., Raymond, Alta.

R. E. Beattie, of Cranbrook, and A. R. Poole, of Nelson, have purchased an interest in the drug business of James Findley & Co., Calgary, Alta. Mr. Beattie will move to Calgary, while retaining his interests in Cranbrook.

BRITISH COLUMBIA.

R. C. Douglas has succeeded Dr. A. J. Gordon, Vancouver, B.C.

Mr. Cochrane has purchased the drug business of R. H. Morrison, Vancouver, B.C.

C. H. Orme has purchased the drug business of F. D. Keeley, Prince Rupert, B.C.

Hilliard Wawman has taken over the drug business of A. J. Tyson, North Vancouver, B.C.

MANITOBA.

T. A. B. Ferris has opened a branch store at Avonlea, Man.

R. R. Magee has purchased the drug business of P. E. Braund, St. James, Man.

Elliott & Crosby have purchased the drug business of A. F. Gledhill, Minto, Man.

Chas. B. Banting has purchased the drug business of W. J. Barker, Pipestone, Man.

H. A. Juby has opened a new drug store at Rosedale and Pembruce Avenues, Winnipeg, Man.

Ralph Magee has taken over the drug store on Roseberry and Portage Ave. Winnipeg, Man., formerly owned by P. E. Braund.

NOVA SCOTIA.

Dr. M. R. McGarry has opened a drug store at Florence, N.S.

NEW BRUNSWICK.

R. G. Henderson has purchased the drug business of W. R. Rodd, Sackville, N.B.

G. Coupe has taken over the drug business of his father, R. E. Coupe, St. John, N.B.

ONTARIO.

J. W. Mitchell, druggist of Toronto, died last month.

W. J. Tucker, druggist of Manitowaning, Ont., died recently.

Clarke Bros., Druggists at Berlin, Ont., have sold their business.

E. J. Madill has purchased the drug business of H. Cooke, Tara, Ont.

E. Sexsmith, druggist of Strathroy, Ont., has discontinued his business.

Orval Byer has purchased the drug business of E. B. Flint, Port Perry, Ont.

E. J. Mitchell has succeeded P. B. More in the drug business at Paisley, Ont.

O. H. Hewitt, druggist of Blind River, Ont., suffered a loss by fire recently.

G. Howard has purchased the drug business of C. J. Cunningham, Hamilton, Ont.

N. A. Vetter has purchased the drug business of G. M. Petrie, Avenue Road, Toronto.

W. J. Leonard has purchased the drug business of R. D. Ramsay & Co., Plattsville, Ont.

The Owl Drug Stores, Limited, have purchased the business of W. T. Pearce, Toronto.

W. Cantelon has moved his drug business to the corner Dovercourt and Hallam Sts., Toronto.

A. R. Bonham has taken over the drug business of W. B. Davis, Queen St. and Coxwell, Ave., Toronto.

H. G. Hillier has purchased the drug business of H. G. Horton, corner Foxley and Dundas streets, Toronto.

R. W. Meikleham has taken over the drug business of A. M. Edwards, in the White Drug Store, at Galt, Ont.

Douglas Campbell, recently of Amherstburg, Ont., has taken over the drug business at the corner of Harbord and Borden Sts., Toronto.

J. R. Gillespie & Co., Ltd., druggists at Fort William, Ont., have dissolved partnership. Mr. J. R. Gillespie is no longer connected with this firm.

W. P. Moore has purchased the drug business of Burgess-Powell Co., Yonge St., Toronto, and will move to a new location at 380 Yonge St. Mr. Moore was manager of the Burgess-Powell Co. for the past eight years.

QUEBEC.

H. Panenf has succeeded Wilfred Barolet in the drug business at Montreal, Que.

SASKATCHEWAN.

A. Fletts has opened a new drug business at Tomkins, Sask.

Wilson & Knowl have opened a drug store at Saskatoon, Sask.

H. E. Creech has purchased the drug business of A. D. Ferguson, Wolseley, Sask.

CANADIAN PHARMACEUTICAL ASSO.

(Continued from page 637).

Wholesalers will doubtless tell you of the results of their negotiations. In Vancouver a rather memorable meeting was held with the representative of this Company, at which some plain speaking took place. We stoutly maintained that if this Company wanted a larger share of the support and co-operation than other price restricted remedies were receiving, then the sale of their line should be confined to retail druggists in any town where there is a drug store. The retail drug business of Canada cannot afford to be fettered. The C. Ph. A. was called into existence by an attempt to fetter us with an adverse patent medicine bill. The result of that bill is still fresh in our minds, and now we are threatened with what, to our minds, is a greater evil, in that this is an attempt on the part of one corporation to fasten its tenacles upon us in the establishing the sale of their line of patent nostrum to the overthrowing of what is on the market now, under the guise of helping the druggist to make larger profits. We feel certain that we must keep in our own hands the right to regulate the sale of remedies which we are requested to get behind and push. We must protect our own trade. This is the first law of nature, and no law of man can override it. We must stand shoulder to shoulder. It is feared even now they are trying to sow discord in our ranks, and it is a matter of sincere regret to your committee that any firm so intimately connected with the retail drug business should assume an attitude so antagonistic to their best interest and ours. We must win in this fight, if for no other reason than to show every other adverse interest that we are united and a force to be reckoned with. We must be very careful that in our fight for right we do only what is needed to protect ourselves, and not do anything in any way having for its object the injury of even our worst enemy. If he is to suffer injury in our enforcement of the first law of nature, it must be by his own hand, and he can only blame himself therefor.

In the matter of outside investments: If you have money to invest outside your business, we think it is a wise policy not to dabble in a small way in too many things to which you will be liable to give little or no attention, but if you are in a position to invest and wish to,we think it is wiser to invest considerable in what you believe to be profit-making in one or two things, and look closely thereafter, giving intelligent thought thereto. We believe that many have made the mistake of being persuaded into making numerous investments, just because it does not cost much to get into them. ' all the thinking to those to whom you entrust your money in such an investment, and in most cases the greatest profit is made through your intelligent thought rather than through the use of your money.

Let us launch out on a vigorous campaign to unite into one big, self-respecting, self-supporting organization that will be able to ward off anything that is adverse to our best interests, and adopt that which will be of advantage. This, we believe, can be more qrickly attained by the use of our local Association as suggested above.

All of which is respectfully submitted.

E. S. KNOWLTON, Chairman.

REPORT NO. 5 COMMITTEE ON RESOLUTIONS

Your Committee on Resolutions, having had the matters referred to herein under consideration, submit the following resolutions for your adoption:

(1) Resolved that this convention desires to express its deep sense of appreciation of the time, energy and support devoted by President Nelson and the Vancouver committees to the work undertaken in making arrangements for this convention, not only for its business sessions but also for providing the excellent programme of entertainment for both the delegates and ladies accompanying them together with the many unique momentoes of this occasion.

(2) That we congratulate the President and his assistants above referred to on their good judgement expressed in the arrangement of the program of this convention in such a manner that its business sessions have not been invaded by the enterment features provided.

All of which is respectfully submitted.

John Cochrane, Chairman; Geo. H. Graydon, T. A. Connell, R. T. Butchart, Geo. A. Riecker, J. S. Armitage.

REPORT OF SUPPLEMENTARY RESOLUTION COMMITTEE.

We the supplementary committee, appointed to report upon papers submitted on Canadian Formulary, Progress of Pharmacy and Legislation beg to report as follows:—

1st. We recommend the combining of the Committees on Canadian Formulary and Progress of Pharmacy into one committee to be styled Committee on Canadian Formulary and Practical Pharmacy.

2nd. The appointment of a reporter on the Progress of Pharmacy whose duty would be to embody in an annual report a resume of the progress made throughout the past year.

3rd. The inauguration of a general advertising campaign in the way of a small pamphlet to be mailed from headquarters of your Association to every Medical Practitioner in the Dominion, such pamphlet to be drawn up by the Committee on Canadian Formulary and Practical Pharmacy, and to specifically mention from one to three preparations which are in more or less general demand which could be most readily obtained or manufactured by the pharmacists, in each case drawing attention to the obvious advantage of the known

IT WILL PAY YOU TO STOCK
SPRATT'S DOG CAKES
SPRATT'S DOG MEDICINES
SPRATT'S DOG SOAP
SPRATT'S BIRD SEEDS
Your Jobber can supply. May we send our Illustrated Export Price List. (IN PACKETS)
Write Spratt's Patent Ld., London, Eng. Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal

DRUG REPORT.

Business during the past month has been fairly good. There have been no radical changes in prices.

Oil Citronella, Santonine, Arnica Root, Platinum Salts are higher.

The minor changes in value you will find in the appended list.

D.—Acid Salicylic Natural..... .....oz.	.40
A—Aloin..... .....oz.	.16
D.—Chromium Sulphate..... .....oz.	.12
A.—Gum Sang Draconis..... .....lb.	1.35
A.—Gum Sang Draconis, Powd..... .....lb.	1.50
A.—Magnesium Chloride Pure Cryst... ....oz.	10
A.—Menthol..... .....oz.	1.60
A.—Nickel Metal..... .....oz.	.20
A.—Oil Cassia..... .....oz.	.15
A.—Oil Citronella, Opt..... .....lb.	.85
A.—Oil Citronella, Com'l..... .....lb.	.70
A.—Platinum Bichloride, ⅛ oz. bot... .....ea.	4.50
A.—Platinum Chloride Solution..... .....oz.	2.25
A.—Potas. Chloroplatinate, 15 gr. bot....ea.	2.10
A.—Rad Arnica..... .....lb.	.75
A.—Santonine..... .....oz.	2.50

formulary and the convenience of obtaining same in any Canadian pharmacy.

4th. That your Committee on Canadian Formulary and Practical Pharmacy be empowered to instruct the Secretary to disburse for this purpose such funds as may be required to make three such distributions throughout the year, and that the Finance Committee bring in an estimate of the amount required for such work.

5th. We are gratified that the steps taken by this Association for years past to improve the status of the pharmacist in the militia are about to bear fruit and upon completion of the same we recommend that your Secretary be instructed to return the thanks of the C. Ph. A. to the Hon. Col. Sam. Hughes, Minister of Militia.

6th. That in the selection of Chairman for each committee and the members thereof less consideration be paid to their location and more attention given to suitability for the office.

Your Committee regret the inactivity and apparent indifference of the committees appointed on Canadian Formulary and Progress of Pharmacy, and would suggest that in the appointment of their successors care should be taken to get competent men who would pursue this work with such determination that something definite and effective will be accomplished and a gratifying report presented at our next annual meeting.

All of which is respectfully submitted.

A. D. Ferguson, Chairman; Geo. A. Riecker, A. A. Thompson, J. M. Sissons.

REPORT OF COMMITTEE ON PROGRESS OF PHARMACY.

To the President and Members of the C. Ph. A.:

Gentlemen,—Your Committee on Progress of Pharmacy beg to report as follows:

We regret that the response to the repeated appeals for co-operation in the work of making a report, from the Convenor appointed, R. C. Fuller, of Amherst, N.S., have been met with absolutely no response, and consequent upon the regrettable fact that Mr. R. C. Fuller could not complete arrangements to be with us at this Convention the work has been relegated to Joseph H. Emery to act as Convenor.

We think, gentlemen, that you will agree with us that very little interest has been attached to the work of this Committee, and that this lack of interest is probably accounted for by the almost mass of matter which naturally crowds around this subject. To do justice to the work allotted to us would be to present a collection of data which would rival in bulk many of the modern wholesale drug price lists; matter with which you are all more or less familiar. Whether the publication or collection of this information would be of interest to this convention is a question which your Committee has had under consideration and we have come to the conclusion that better work, work more acceptable to the larger majority, work that would help everybody in their daily work, would be accomplished if this Committee were merged into that of the Canadian Formulary, and the name of this joint committee changed to read "The Canadian Formulary and

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request.**

—WRITE US—

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

Agent required, old and well established firm, in a sound financial position, one trading with wholesale and retail chemists preferred, to supply Canadian market with the products of a well known London house of manufacturing chemists, whose goods, are now being largely advertised in Canada. First class London references required. Apply box 31, Canadian Druggist, Toronto, Canada.

FOR SALE.

Drug and stationery business in Ogema, Saskatchewan. Good proposition for live druggist. Stock in good condition. $3,500 for building stock worth about $2,700. Terms, $1,500 cash, balance to suit purchaser. For particulars address box 81, Canadian Druggist, Toronto, Ont.

FOR SALE.

Drug business in Crossfield, Alberta. Stock and fixtures about $1,500. Cash, $1,200, balance arranged. For particulars address box 24, Crossfield, Alta.

FOR SALE.

Drug, Stationery and Fancy Goods business in city Portage La Prairie, Manitoba. Doing good business. Stock $6,000. Fixtures $1,500, and $2,000 down, balance notes secures with interest. Poor health reason for selling. Splendid chance for young man. None but actual buyers need apply. Apply Box 320, Canadian Druggist, Toronto, Ont.

FOR SALE.

1 Window Show Bottles, 1 National Cash Register. Cost $300. Will sell cheap. Address, 161 Harbord Street, Toronto.

SALESMAN WANTED.

To carry as a side line a legitimate and good selling article. Good commission. See advertisement, page , this issue.

FOR SALE.

A splendid chance to make money. Profitable drug business for sale, 809 King St. West. Successfully conducted for a number of years. Stock in first class shape. Good cash trade. Apply box M., Canadian Druggist, Toronto, Canada.

RE-NU-ALL WOOD POLISH.

This polish, although originally an English product, is made in Canada by Canadian men. The company is organized with Canadian capital, and is making wonderful strides.

The manufacturers claim it to be the finest polish on the market for hardwood floors and almost any kind of wood work. The manufacturers guarantee that a woman can clean all wood work, linoleum, leather covered chairs, enamel basins, etc., in an ordinary sized house, with a 50c. bottle. It will remove all dirt, leaving a clean, sanitary finish. The Canadian Wood Polish Co. have spent over $17,000 in advertising their polish. Their attractive posters and the daily newspaper advertising have become familiar to most of us. Perhaps one of the most important parts in regard to Re-nu-all Polish is the fact that there is 50 per cent profit in it for the trade. It can be had from the National Drug & Chemical Co., The Drug Trading Co. and all other jobbers.

SOUTH CAROLINA INDIGO.

Prior to the Revolution indigo was, next to rice the most valuable product of South Carolina. It was first planted in South Carolina by Elizabeth Lucas, who in 1774 became the wife of Chief Justice Charles Pinckney. The annual crop before the Revolution amounted to upward of 1,100,000 pounds.

CANADIAN PHARMACEUTICAL ASSO.

(Continued from page 641)

Practical Pharmacy Committee." We have no doubt but that more interest would be taken in this Committee so formed, and we hope that the Canadian Formulary will receive a more general adoption, and as pharmacy is so closely allied to the Canadian Formulary the work can be more effectively done.

All of which is respectfully submitted.

Joseph H. Emery, Robert Martin.

Vancouver, August 5, 1912.

REPORT OF COMMITTEE ON PRESIDENT'S ADDRESS.

We, your Committee appointed to report on the President's address, beg to submit the following:

We fully coincide with the regrets expressed relative to the death of our lamented member A.W. P. Gourlie, of Summerside, P.E.I., who has always taken such an active part in the affairs of our Association. We also regret the deep loss which the Association has sustained through the death of Mr. F. W. Flett, of Toronto, who has rendered such valuable services in connection with our Canadian Formulary work. We understand the Committee on Resolutions are bringing this matter fully to your attention.

With the President we regret that from the communications received by him certain members of the craft are not free to act as they deem fit in conducting their business, but we are pleased to know that in a majority of cases good business conditions exist.

Re Legislation, we would strongly urge that the utmost activity be exercised in watching our interests as retailers, and it is to be hoped than manufacturers, wholesalers and retailers will approach this subject in a spirit of conciliation and present an unbroken front for the protection of all concerned.

We are pleased to learn that our rights as qualified pharmacists are being recognized by the Minister of Militia, and that we are likely to obtain our proper standing with other professions in military matters.

It is to be hoped that the agitation in favor of reciprocity of diplomas between all the provinces of the Dominion will be continued until this desired object is attained.

Re Canadian Formulary, we fully concur in the views entertained by our President as to the advantages to be gained by actively pushing the sales of C. F. preparations, and we further agree in the sentiments expressed in regard to commercial education.

Re Commercial Interests, it is a matter of sincere regret to your committee that trade relations between the wholesale and retail branches of our trade are of such a nature that these two sections, which should be working in harmony for the benefit of all concerned, are wasting their energies in strife and are allowing selfish and unwise motives to predominate.

The interests of retailers and wholesalers are one and this cleavage should not be allowed to continue.

There are wise, self-respecting men on both sides who should get together and bring this unfortunate dispute to an end. If this is not speedily done the feelings of animosity and resentment which are so much in evidence in the West will spread eastward, for we, as retailers, must maintain our self respect and shield and stand up for the weaker members of our craft who are being fettered by degrading conditions and contracts repulsive to any self-respecting man. We as retailers have this matter in our own hands and if we stand together no firm, no matter how strong, can withstand the tide of resentment which is even now manifesting itself in every province of the Dominion except possibly in the far East, where the local managers in the wholesale trade appear to have shown more good will toward their retail friends than is apparently entertained by the General Manager of the big drug merger.

Although it is within the power of the retail trade to gain our ends by force, yet this should not be resorted to if gentler methods will succeed, and we recommend that a spirit of toleration and conciliation be exercised.

War always brings devastation and loss even to the victor, and we must avert it if we can do so without too much sacrifice.

Re Canadian Official Journal, we fully concur with the President's remarks and would advise that steps be taken to either secure the control of some journal already published or else start a new independent organ which can present the claims of the retail trade without fear or favor, and we recommend the appointment of a special committee to take charge of this matter.

Your Committee do not feel that the time has arrived when this association can profitably employ the services of a canvasser to call on the retail drug trade throughout the Dominion, and we would suggest that district associations in each province carry out this educational feature of our work. While we are heartily in accord with the President's views regarding proprietary lines of remedies owned and controlled by the retail druggists of the Dominion who are members of this Association, we will not make any recommendations, as this matter is in the hands of another committee.

We cannot close without congratulating our President on his comprehensive and inspiring address, and we express the hope that this association will long have the benefit of his advice and assistance.

All of which is respectfully submitted.

John H. H. Jury, Chairman; H. W. Brooking, J. L. White, J. A. Goyer (by consent).

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

The Canadian Druggist

Vol. xxiv TORONTO, CANADA, OCTOBER, 1912 No. 10

Sound Ethical Price Regulation For The Pharmacist and Others.

By Henry Watters, Ottawa.

In laying before you a few items of experience drawn from an attempt to realize the intention of the Canadian Pharmaceutical Association to assure the pharmacist a fair minimum remuneration for his services as distributor of proprietary and other articles, I am going to make use at the outset of a startling statement, a statement into which you may be disposed to import no little egotism. That aspect of the treatment I have allotted to myself has no bearing on the problems discussed and cannot deter me from pursuing the course I have mapped out for myself. What I have to say, then, is that had you followed my method of dealing with preparations which you are asked to stock the question would have been settled in the only way it can be settled. By "you" I mean you, my fellow druggist, who have done nothing but damn the conditions of the drug business and have gone on with the yoke on your neck, willing to pull the burdensome load piled on you by your task-master, by whatever name he may call himself. In this contribution to the amelioration of the unsound business condition we have to attack, I do not propose to rely on abstruse economic doctrines for vindication of the ethically and economically unassailable principle of price regulation adopted by the Canadian Pharmaceutical Association. I may say it was as a consistent recognition of the soundness of that principle, and as an ernest of my appreciation of the value to myself and my brother druggist of the adoption of that standard that moved me to oppose and combat every proposition from manufacturers aiming at the co-operation of the retail pharmacist in the marketing of their specialties. I propose to present for your consideration a record of the experience gained in the undertaking, which I would earnestly commend to your serious thought. It supplies much food for thought, food which, like all other food materials, requires thorough mastication and active digestion before it can be assimilated and appropriated for the strenuous mental and moral activity demanded in dealing with the men and conditions confronting you in the problems you are under obligation to attack and solve. My first experience was with the Miles Medicine Co., which issued a contract form at variance with the C.Ph.A. standard, and requested our signature to the same. This I declined to give, and notified the Miles Co. that we would sign no contracts that did not conform with the C.Ph.A. basis of agreement. To this the Miles Co. replied as follows: "Replying to yours of the 15th ult. (Jan. 15th) would say that when we first started business in this country we marked our goods at $8.00, $2.00 and $4.00 per dozen, the same as in the United States, giving the same discount to the druggists here as we do in the States. The wholesale jobbers refused to handle our goods unless we gave them an increased discount, therefore as our price-protection feature was of more importance to us, and we considered it of more importance to the retail druggist, than the price, we conceded to their wishes and marked our goods at the $8.50, $4.25 and $2.10. We trust you will reconsider the matter and sign one of our contracts, which we herewith enclose."

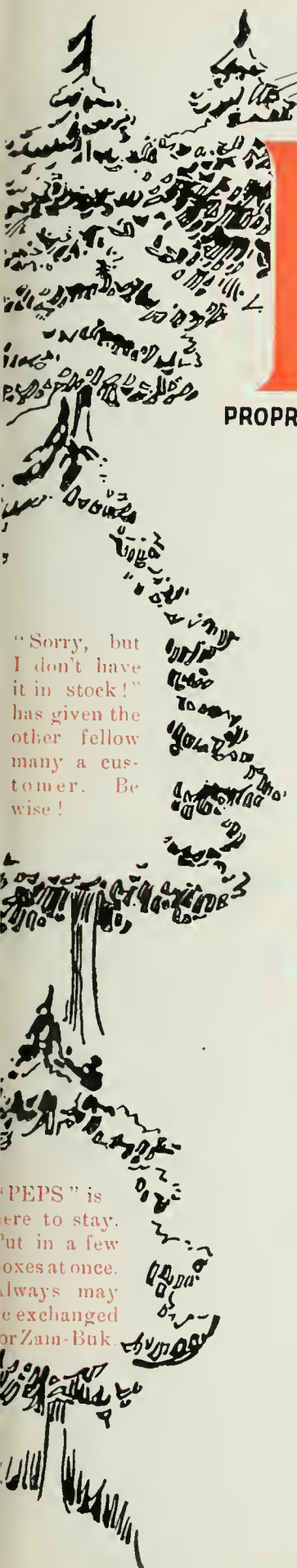
Needless to say, we didn't sign the contract and so never stocked the goods. Now, there is no excuse for the Dr. Miles Co. not understanding what the attitude of some at least of the retail trade was towards any departure from the C.Ph.A. standard, for the representatives of that firm were told by myself and others at the banquet given by the firm as the initial stage of introduction of the goods into Canada that any advance on the standard prices would not be favorably received by the retail trade. The letter from the Miles Co. is sufficiently clear as to leave no doubt as to where the retail druggist stands and what his attitude should be towards this or any other similar proposition presented to him for acceptance and signature. The reason for the excessive rate levied on the retailer is to be found in the quite natural and it must be said sound objection of the jobber to handle merchandise at a rate of apparent prof-

it which is not sufficient to compensate him for his services. The Miles Co'y insisted on a discount allowance to the jobber which no self-respecting merchant could accept. To meet the difficulty the Miles Co'y consents to tax the retailer with the difference between its established rate of commission to the jobber, and the commission demanded by the latter. Are you willing to allow yourself to be mulcted to this extent by an organisation depending on your good offices for an outlet for its products? And what is a much more deplorable consequence to you individually, convert you into a subservient vassal for the exploitation of anyone who counts on your indifference or incompetency to safe-guard your own interest, to attract material gain and advantage to himself? Don't sign any such contracts but assert your superiority to and independence of all influences tending to lower you beneath the lowest standards of industrial or commercial organisations. Do we need to enter into a discussion of the economic principles involved in this problem to demonstrate that a rate of $2.00, $4.00, and $8.00 for 25c., 50c. and $1.00 articles is the minimum that should be accepted by the retailer for his services? If the calculation on which it is based has not been presented to your judgment and taken hold of your intelligence as an unassailably sound and correct doctrine, it may as well be once more emphasized that a constant charge of 25 per cent. has to be applied to the selling price before the rate of profit to you can be determined. Apply this to the 25c. you get for an article sold at that price and you have a net profit of one and a quarter cent or a percentage return on the investment of 7.15 per cent., which, if you are in the habit of utilizing bank accommodation in your business management, would speedily be extinguished at ordinary bank rates. Do not imagine that the quantity of these goods you turn over in the year can in any way invalidate the soundness of the computation nor ameliorate your financial position. As to the 5 per cent. cash discount, that has no mercantile bearing on the doctrine expounded, as it is the general custom of the drug trade of this country to allow 5 per cent. for thirty day settlements, and we are legitimately and properly entitled to that concession and should stand for nothing less. As there are other lines of goods marketed on a proposition similar to the Miles system you cannot be too strongly urged to fortify yourself with self-respect, as well as sound business doctrines, and strenuously refuse to lend yourself to any proposition lacking these requirements. Furthermore, do not be a party to the acceptance of any proposition based on a larger quantity purchase condition as meeting your objection to the unfair, unsound methods we are attacking. That is a quite different economic situation and has to be dealt with from considerations of capital investments, and has no bearing on price-contract principles. What we are agitating for and most resolutely will labor and fight for, is a price contract plan affording protection from cut-rate tactics and at the same time a reasonable remuneration for our services, having in view the requirements of the average pharmacist and the public demand which can be satisfied by one dozen quantities.

The next article to engage my attention was Delatone, which you were invited to stock at $9.00 a dozen and sell at $1.00 each. There was no selling price stated in the announcement to the retailer, so I wrote the manufacturer, informing him that if it was intended to be sold at one dollar I would not stock it. The reply is sufficiently illuminating to deserve reproduction for the perusal of my brother druggist. Here it is: "We beg to acknowledge yours of the 9th (February), and regret that the price at which we have arranged to sell Delatone in Canada does not meet with your approval. We thought when we were giving the retail trade thirty-three and one third per cent. that we were doing pretty well, in view of the fact that so many of the retail druggists will not even maintain that price. We understand that the contract plan has not been successful in Canada from the fact that the retail druggists are running co-operative buying concerns, that, according to their terms of doing business, could not keep a contract, no matter how much they were in favor of it, and, of course, they cannot expect to sell goods under a retail contract giving them full prices and at the same time have a wholesale profit. We feel that we might as well take a share of the extra money that so many of the retailers are giving away, especially when we are able to leave those who want to get full prices such a good profit."

Now, that's a remarkably interesting letter, and it opens up a host of questions that the Canadian Pharmaceutical Association and every retail pharmacist in the land would do well to ponder over and extract all the profit from it that it holds. The one point I should like to make against it at this time is the absolutely erroneous view that the retailer is getting thirty-three and a third per cent. profit out of it, and it supplies a needed lesson on the unsoundness of any calculation based on the cost price. I needn't tell you that Delatone finds no place in my stock.

Then again, we have been edified and enlightened, if not disgusted, by the tactics of Mercolised Wax This article brought out the fact that the manufacturer intends it to be sold at the price at which the retailers were induced to put it in stock. Now that the druggists have served the purpose intended an attempt is made to compel them to obey the command of the task-master. Here is the letter received from the Dearborn Supply Co. in re-



"Sorry, but I don't have it in stock!" has given the other fellow many a customer. Be wise!

"PEPS" is here to stay. Put in a few boxes at once. Always may be exchanged for Zam-Buk

PEPS

"THE CURE YOU BREATHE."

FOR COUGHS, COLDS, BRONCHITIS, ASTHMA & ALL LUNG TROUBLES

PROPRIETORS C. C. Fulford Ltd.

DUPONT ST., TORONTO.

WHO ARE ALSO PROPRIETORS OF

ZAM-BUK

ZAM BUK SOAP

19----

We take this opportunity of informing our retail friends that we have put on the Canadian market our Throat and Chest Preparation—PEPS.

We intend to make PEPS as popular as Zam-Buk, and have already started a heavy newspaper and booklet campaign for it. It follows you will have calls for it. Oblige us, and oblige your customers, by putting in a small stock.

Peps is a 50c line like Zam-Buk. We will exchange Peps for Zam-Buk at any time, so you will take no risk in stocking our new line.

Zam-Buk

Zam-Buk will be as widely advertised this season as ever. We have contracted with every newspaper of note from the Atlantic to the Pacific. We have commenced a house to house distribution of pamphlets in every large town and city in the Dominion, and as this goes to press we are arranging a mammoth mailing campaign covering the country districts throughout the Dominion. This means more business for you. Look at the list below, and see.

ARE YOU GETTING THESE DISCOUNTS?

	QUANTITY (One Line or Mixed Order)	GROSS PRICE	DISCOUNTS	NET PRICE	Nett Price Per Box	Retail Price Per Box	Percentage of Profit to Retailer
ZAM-BUK and PEPS	6 gross	$306.00	15% and 5% 30 days	$247.10 Freight Paid	28c	50c	75
	1 gross	$51.00	10% and 5% 30 days	$43.60 Freight Paid	30c	50c	66
	Less than 1 gross	Per doz. $4.25	5% 30 days	Per doz. $4.04 No freight paid	34c	50c	47
ZAM-BUK SOAP	12 gross	$306.00	15% and 5% 30 days	$247.10 Freight Paid	11c	25c	75
	2 gross	$51.00	10% and 5% 30 days	$43.60 Freight Paid	15c	25c	66
	Less than 2 gross	Per doz. $2.13	5% 30 days	Per doz. $2.03 No freight paid	17c	25c	47

Mixed orders to total nett value of $43.60 will secure 10% and 5% discount (30 days) and freight prepaid.
Mixed orders to total nett value of $247.10 will secure 15% and 5% discount (30 days) and freight prepaid.
No freight will be paid on orders of less value than $43.60 nett.

The above prices are strictly nett cash 30 days

DON'T MISS THIS.—We have a Window Display Scheme by which, on a small order, you get a cash payment of $2.00. Drop us a card and we will send full particulars.

ply to inquiry as to retail price of this article: "Replying to yours of the 17th (June) we have to say that the price of Mercolized Wax will continue to be 85c., as at present, after July 1st. The profit to the retail trade will be the same as that allowed them by other manufacturers. The exceptional discount which we allowed the retail trade up to this time was given to encourage the sale of the new article, and we now feel justified in asking the retail trade to carry our goods on the same margin of profit as that of other remedies. Our experience has been that the old discounts result merely in the cutting of prices by retailers. You will remember in this connection that we are carrying all the cost of pushing these goods, our advertising bills are very heavy, and furthermore that we protect the retailer absolutely by allowing him to return any goods at cost price if found unsatable or overstocked. This guarantee should be worth something to the retailer." Now then, there's an absolutely whole-souled proposition devised and designed for your benefit. If there is one of you will belittle yourself by allowing store-room for such an abomination, you deserve all the contumely these cunning schemers pile on you.

The Value Of Advertising.

In a recent address before the Dallas Advertising League Mr. Withers, of the Dallas News, said in part:

Advertising is the method used by the modern business man to introduce his products or commodities to those he expects to buy them. It has been called "salesmanship on paper," but it goes further than that in that one of its purposes is to create the demand as well as to sell the article. When I asked the advertising manager of one of our daily newspapers to explain to me the purpose of advertising, he said: "The first object, the last object and the middle object of advertising is to get the money." On its face, that seems a rather pert definition. Few merchants or manufacturers would advertise if they did not believe it would increase their profits. But it is not improper to place advertising among the educational factors. It is teaching people how to enjoy life better.

Whatever may be the purpose of the man who appropriates enormous sums to this form of publicity we cannot fail to be impressed with the results.

Ever notice that when you have sympathized with a man awhile you become very tired of him?

Leave your competitor alone if you want your customers to.

The After Care Of Children's Ills.

With the advent of school days and the daily association of many children in the class room, the contagious diseases of childhood develop and multiply. The exanthemata, as well as diphtheria, whooping cough, etc., comprise a considerable proportion of the diseases that the family physician is called upon to treat during the late fall and winter months. The robust child, with but a mild infection, frequently recovers quickly and, perhaps, requires but little attention during the convalescent period, while the child whose general nutrition is "below par" usually emerges from the acute attack with a condition of anemia and general vital depreciation. In the large majority of cases it is undoubtedly wise to encourage and hasten convalescence by means of a palatable and efficient hematinic and general tonic. For this purpose Pepto Mangan (Gude) is especially valuable. All children like it and take it readily; it does not irritate the digestive organs, but, to the contrary, increases the appetite and assists in the absorption and assimilation of the child's nourishment. As it is non-astringent, it does not, as other ferruginous remedies do, cause or increase constipation. As Pepto-Mangan is prompt and efficient as a blood builder and general reconstructive, it should be preferred among children whenever medication of a general tonic nature is indicated.

Take An Inventory.

The man who succeeds knows. He leaves as little as possible to calculation or guesswork. He knows.

That is why a druggist takes an inventory—actually counts his goods and puts a value on his stock.

Of course his books ought to tell him just where he is at—the amount of goods sold speaks for the amount of goods on hand. That is—if every transaction has been faithfully recorded without chance of error—if there has been no wear and tear—if there has been no forgetfulness—no losses, and none of the trivial dishonesties that crop out here and there in the best regulated of businesses.

But there are the ifs. Count your stock, and know.

Canadian Rat Corn Co.

This enterprising firm attracted great attention at the Canadian National Exhibition. The problem of exterminating rats without leaving unpleasant and unhealthy odors has been solved by the Canadian Rat Corn Co. Rat Corn will kill and mumify rats and mice, positively. This is what the makers claim. They also claim that one hundred million dollars a year is lost by farmers and grain handlers through rats.

The New Tuckett Ads

are now appearing in a list of magazines, periodicals, and newspapers, covering every city, town and village from coast to coast. Now is the time to display TUCKETT'S Cigars, Cigarettes and Pipe Tobaccos in your windows, to place the TUCKETT store advertising where customers can see it. By this means you can do your share towards making the TUCKETT Advertising in your locality work for **you.**

Tuckett's Cigarettes

Three Varieties—Retail Prices Quoted
Tuckett's Club Virginias, 15c for 10
Tuckett's Special Turkish, 15c for 10
Tuckett's T & B, - 10c for 10

TUCKETT, LIMITED, HAMILTON, CANADA

NEAVE'S FOOD

FOR

INFANTS, GROWING CHILDREN, INVALIDS AND THE AGED . . .

The Standard Infants' Food in Great Britain for upwards of 85 years.

MANUFACTURED BY

J. R. NEAVE & CO., Fordingbridge, Eng.

Samples and Full Particulars forwarded to the trade by the Agent for Canada:

EDWIN UTLEY, 14 Front St. E., Toronto

Sold in 1 lb. tins and stocked by every wholesale druggist in Canada.

The Leading Line

Beecham's Pills

- Notice to the Trade -

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion, and the fact that Beecham's Pills are so well-known and valued by the residents who have come from the British Isles, the demand is rapidly increasing, and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price. The following firms are the Distributing Agents:

All Depots and Branches of the National Drug & Chemical Co. of Canada, Limited.
Messrs Lymans Limited., Montreal.
Messrs Lyman Bros. & Co., Limited, Toronto.
Messrs Martin Bole & Wynne Company, Winnipeg.

WHOLESALE PRICES:

Less than one dozen	$2 30 per dozen	less 5%
One dozen	2.20 " "	
Six dozen	2.10 " "	

Chemistry and the Criminal.

By Daniel Grosh, Philadelphia, Pa.

Only within recent years has the general public become familiar with the dependence upon and the assistance given the criminal investigator by the chemist and microscopist. Almost every day the public press contains reports of criminal cases, trials or investigations in which the chemist plays an important part, and a retrospection of the most celebrated and notorious criminal cases of past years shows the reliance and credence placed in the evidence of the chemical analyst.

The fiction writer of to-day gives the chemist a prominent part in the novels of the period. The refining touch of modern ideas and methods has turned the bludgeon into a hypodermic needle, the professional law breaker into an individual of education, and makes the sleuth of the novel a person of high attainments and polish, a scientist, chemist and psychologist.

Sir A. Conan Doyle, himself a physician and chemist of high standing, as well as writer, novelist and historian, in his portrayal of "Sherlock Holmes" realized the prominent part of the chemist in the investigation, detection and conviction of the modern criminal, and many of his plots are laid in order to emphasize the absolutely certain and unimpeachable evidence revealed by the test-tube and microscope.

Of all evidence given in a criminal case there is none so certain and final as chemical evidence. Even the eye-witness and the expert of any science may be controverted, but the evidence rendered by the chemist will always stand. The laws of chemistry are as certain and final as the laws of nature.

No poison has yet been found which could not be isolated and recognized, and criminal investigators can more readily solve a murder case in which poison is the agent used than any other weapon. The poison remains with the victim and tells the tale as completely as if it were laid by the victim's side. Neither time nor the grave can destroy or hide its presence. A speck of blood as fine as a needle point, a hair or thread, a grain of dust invisible to the eye may be the means of forging the chain of evidence so tightly and completely that there is no escape. When a chemist states that a certain spot is human blood, there is no gainsaying that assertion. The assertion is final, because it is not an opinion but a proven fact.

The more rare a poison used in a crime the more certain is the detection. The very fact of its rarity causes its tracing to be easier, as it eliminates all but those actually possessing that poison or means of procuring it.

A study of the methods and motives of famous poisoners shows that they are the most cunning and daring of all criminals. After having once made use of poison to satisfy vengeance or greed, it is only a question of time and opportunity until they will use it again on the slightest provocation. The very facility these criminals enjoy in the use of poisons proves to be their downfall, for they will surely attempt to repeat their crimes on a suitable occasion. Few of these assassins escape the ultimate penalty of the law, and in this peculiar fact of subsequent attempts to repeat the crime, lies the certainty of apprehension of the criminal and the consequent safety of society.

The Criminal Investigation Bureaus of the Police Departments of Europe, especially those of France and Germany, have completely equipped chemical and microscopical laboratories in charge of trained and experienced chemists for research, and work coming under the jurisdiction of the criminal investigation department, they having for many years been aware of the close relation between chemistry and crime. Even outside of poison cases the chemist is frequently called upon to render aid in investigations. Cases of forgery, robbery and in fact every crime on the criminal calendar have been solved and the law vindicated by the chemical expert. Again, many innocent and falsely accused persons have been freed from some charge by the same expert where all other means have failed. The sales of poisons in the principal European countries are under the strictest police regulations and supervision. The drug-stores are conducted under governmental license. The police departments have a list and registry of all the dispensing chemists in Europe who deal in dangerous or harmful preparations and also the formulas and makers' names of all patent preparations. The closest supervision is held over both the medical and pharmaceutical professions and the strictest co-operation is enforced between the two professions and the police departments. The most complete records are kept and reports made of the vending of dangerous products. In view of the laxity of the poison laws of this country it is commendable that the authorities have been able to achieve the successes they have.

The facility with which poisons can be procured is responsible for numerous crimes that would otherwise never be perpetrated. The publicity given to cases by the press must also bear its share of responsibility for sacrifice of human life. It is a psychological fact that sensational news of a morbid nature always causes a wave of similar crimes.

Nearly all the expert forgers and counterfeiters are chemical experts as well as trained mechanics. They realize that their liberty and ill gotten gains may be won or lost by some slight point developed by chemistry. Fortunes have been gained and lost by a common chemical reaction.

It is fascinating to follow the line of evidence in

THE NEW WOOD POLISH THAT IS NOT STICKY.

RE-NU-ALL

(Trade Mark Reg)

Is a British Product made in Canada with Canadian labor.

Has Attained a Wonderful Sale!

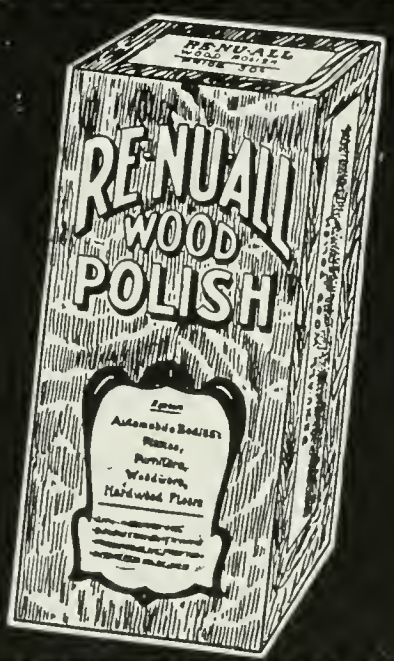
Have received over 1000 testimonials in the five months that RE-NU-ALL has been on the Canadian Market.

Include Re-Nu-All in Your Next Order

RE-NU-ALL renews and cleans Auto Bodies, Pianos, Furniture, Woodwork, Hardwood Floors, Linoleums, Enamel Basins, Painted Walls, etc. It is not a varnish but a scientific preparation composed of liquid and wood oils.

Leaves a splendid surface.

ONE REASON WHY



IS BETTER THAN ANY OTHER

RE-NU-ALL

Does Not Leave the Woodwork or Furniture Sticky

Send Your Order in to Your Dealer Now. Don't Wait!

RE-NU-ALL is absolutely non-injurious and if used according to directions will "Remove all scratches, Take out all stains And make the article Look like new again"

Use it for Dusting

RE-NU-ALL is put up as follows:

4 ounce Bottles .....$2.00 dozen
12 " " ..... 4.00 "
Quart " ..... 8.00 "

No. 24 Assortment

6 dozen 4 ounce at $2.00, $12 00
3 " 12 " " 4.00, 12.00
1 " 4 " FREE
Samples and advertising matter.

No. 30 Prop.

6 dozen 4 ounce at $2.00, $12.00
3 " 12 " " 4.00, 12.00
¾ " quarts " 8.00, 6.00
1 Gold Filled Watch
1 " " Fob
Samples and advertising matter.

For Sale By:

Na-Dru-Co Ltd. E. G. West & Co. Drug Trading Co.

and Other Wholesale Dealers.

Y & S STICK LICORICE

NOW PACKED FOR THE FIRST TIME IN INDIVIDUAL 5 cent BOXES

WE MAKE EVERYTHING IN LICORICE

AN INNOVATION WHICH HAS WON INSTANT POPULARITY. IT HAS MANY ATTRACTIVE FEATURES

ALL DRUGGISTS AND CONFECTIONERS

MADE SOLELY BY

NATIONAL LICORICE COMPANY
MONTREAL

STAR SEAMLESS Water Bottles

TRIM YOUR WINDOW WITH THE

"Ever Ready Window Display"

Sent free with your Star Water Bottle order.

VENO-STAR WATER BOTTLES are the only strictly seemless ones made. Moulded in one piece—Made of the best obtainable grade of Para Rubber—They are full capacity and fully guaranteed.

Ask Your Jobber or Write us Regarding our Special Offer.

THE STAR RUBBER COMPANY

170 Sweitzer Ave. AKRON, OHIO

Price Protection

Is what the Druggist gets who sells

Glaxo

the food that

"Builds Bonnie Babies"

You order GLAXO direct from us, so that we control the retail price.

Write us for special terms and prices.

G. W. DAVEY & CO.

Wholesale Agents

354 Main Street WINNIPEG

34 Victoria Street TORONTO

any celebrated case. To see link by link the chain as it is forged around the accused until he is completely enmeshed. Hand writing experts may disagree, the photo negative may be faked, identification may fail and alibis may be proven or denied, but the chemical evidence stands for all time. It has been the connecting link time after time, which has caused the criminal to pay the penalty when without it certain acquittal would have resulted.

A prominent jurist in speaking of expert medical testimony declares that juries no longer place any dependence on the expert and their testimony carries no weight whatever, while the properly attested report of a qualified chemist is accepted as evidence, and very rarely is cross examination insisted upon unless to bring forth or emphasize some important point.

The Value of a Smile.

While smiling is in general conducive to pleasant and profitable business relations, if not properly used it may be productive of great harm. Any suspicion of the cynical or patronizing—of smiling at, rather than to the customer—is liable to be very quickly resented and not forgotten.

Back of the smile is the man's character, his soul. If he has a big heart, a broad sympathy for human nature, he is really anxious to help and make friends with his customers and his wholesome smile shows

In order for the smile to be really effective it is therefore necessary to develop the best that is in us—all those faculties that go towards making a broader. fuller and happier life. They will all be reflected in our smile.

Be honest and you will have an honest smile. There is no single force which can gain you as many friends and customers as an honest smile. It has been truly said of some whole-souled people that they smiled their way from poverty to plenty. The attraction of their smile was irresistible.

The charitable organization which sheltered "Smiling Joe" realized the financial value of the smile. A photograph of the cripple strapped to a board, his face suffused with a touching smile, which showed infinite hope and patience, has been the means of drawing contributions amounting to hundreds of thousands of dollars into the treasury of the society.

Keep in mind the immense force of the honest smile. It can be of great help to you in business as well as social life.—Playthings.

In the spring the young man's fancy gets a hunch that he will have to get busy or there won't be any summer clothes for him.

Make Simple Pharmaceutical Preparations in the Store.

A gentleman connected with one of the largest wholesale houses of the country recently showed us an order which his firm had received from a country druggist, and in which, among other things, one-half pint of spirit of Mindererus was called for. A little investigation among the wholesale trade showed that this is not an uncommon occurrence, and that druggists often order preparations which can not only be quickly made in their own store, but at a much less expense. Sometimes the container costs more than the price of the preparation if made at home.

There certainly is not a drug store in which the proprietor and clerks are always so busily engaged that they fail to find time for the manufacture of such simple preparations as the one referred to, so we fail to see why such orders find their way into the city, unless it is from a mere habit the proprietor has formed of ordering without stopping to consider how they are made, or the propriety of having them prepared in his own establishment.

Aside from financial inducements, there ought to be a desire on the part of every pharmacist to devote as much time to the laboratory as possible, making all preparations which are not better prepared in a large establishment. It has a good influence on the clerks, causing them to take an interest in the profession, that can not be excited or cultivated by the mere commercial transactions. That such an interest makes a clerk of more value to his employer is self-evident, and can be doubted, or rather ignored, only by such proprietors as the small class who hold their assistants as mere mechanical agents, not allowing them to spend a spare moment in the store reading a standard work or a pharmaceutical journal.—National Druggist.

Sovereign Perfumes.

In the accustomed place and easily found, the Sovereign Perfume Co. kept "Ideal Orchids" and "Bluebird" in front judging by the interested crowd always surrounding their display. These perfumes maintain their place of favorites with the critical buying public. "Bluebird," the latest odor added to their "Ideal" family, made a decided hit, and the publicity secured at the Exhibition will ensure calls for it from patrons who were favored by "a spray" from the courteous attendant.

T. A. Lytle Co.

The "Sterling Brand" Products made a great hit at the annual Fair. A very fine exhibit of crushed and fountain fruits were on exhibit and were much admired by visitors.

"FROSST'S"
PHARMACEUTICALS

A uniform quality.

A uniform discount throughout.

When ordering from your wholesaler specify "Frosst."

Charles E. Frosst & Co. **Montreal**

ANTI-DUST
Sweeping Powder

IS A

Life-Preserver

Because it kills all disease germs.
No dust while sweeping.
Floors clean, carpets bright.
Home fresh and sweet.

The sale of Anti-Dust is enormous

Agts. for Ottawa--The Lauro Chemical & Perfumery Co.
Agts. for Kingston--Fenwick, Hendry & Co.
Agts. for Ontario--The McLaren Imperial Cheese Co. Ltd.

The Sapho Manufacturing Co., Limited
586 Henri Julien Ave., MONTREAL.

Keating's Powder for the Hunting Season

A TIN of Keating's Powder will be found a most valuable adjunct for the hunter's kit or traveller's hand baggage. It may afford a peaceful night that would otherwise be sleepless. Keating's may be sprinkled on the sheets or blankets of a bed without causing the least irritation to the skin. Sprinkled on clothes or undergarments it will prevent the acquisition of any strange companion.

Keating's is the universal insecticide. Those who want a "Bug Powder" will ask for it.

Order through your wholesaler

The Suitability of Various Commercial Proteins For Pharmaceutical Use.*

By F. W. Crossley-Holland, F. C. S.

The wide employment of protein substances in the arts has led to an inquiry into their suitability for extended employment in pharmacy, where there is every indication of more extended use following the greater interest shown at present in protein foods and protein compounds of therapeutical value. The general intractability and insolubility of proteins, as well as the indifferent keeping qualities and variability of commercial varieties, probably account for the comparatively small position they have hitherto held in medicine.

The proteins in the vegetable group offering pharmaceutical interest are represented by wheat, soya-bean, and castor-oil bean proteins, other proteins prepared from various leguminous seeds being of no particular interest except as adulterants.

Wheat Protein, which appears to be the most valuable vegetable protein as regards the preparation of medicated foods, can be produced in a high state of purity (96 per cent.) It is digested in less time than the majority of animal proteins (about one and a quarter hour). It yields a peptone of ready diffusibility, which is distinguished by its inhibitory effect upon certain toxic drugs. Its suspensory power is negligible. All attempts to prepare a solution of this substance without destroying its properties were unsuccessful.

Soya-bean Protein is not in universal favor owing to the uncertain effects. It merits attention, however, as a source of an inexpensive vegetable protein, as the bean contains 22 per cent. of protein and no starch, and the soluble carbohydrates can be prepared by washing. Soya-bean meal is liable to contain toxic impurities, such as Java bean, which may be detected by the characteristic appearance of the cellulose which it contains. Color-tests for impurities in soya-bean meal would be undoubtedly useful. Soya-bean protein is enjoying an extended use in connection with the treatment of diabetes and malnutrition.

Castor-oil Bean Protein can be prepared at the low cost of 1d. per lb., and it offers the cheapest supply of protein. It is not so capable of utilization as is desirable, owing to the presence of an irritant cellulose-like substance. Attempts to eliminate this substance have so far been unsuccessful. Its preparation is simple, the decorticated seeds being emulsified with a small quantity of water, and boiling water added to coagulate the protein, which is collected and submitted to pressure. Any oil remaining is extracted by solvents. The resulting product is white, odourless, and tasteless. Mr. R. E. Lownsbrough and the author partially investigated this protein in 1910, when 0.5 gram was treated with 4 c.c. of gastric juice at 100 degrees F. for three and a half hours; only a slight change occurred, and when the substance was digested with 4 c.c. of pancreatic juice, digestion was not completed at the end of the sixth hour, the residue resembling the cellulose-like substance.

The chief proteins of animal origin claiming pharmaceutical interest are: Egg-albumin, gelatin, serum-albumin, and milk-casein. Animal proteins have found a limited use as emulsifying agents, their insolubility being only relative, but their suspensory powers marked and increased by fine grinding. They are capable of greater use in pharmacy.

Egg-albumin of commerce is usually fairly pure. Of seven samples from different sources no appreciable foreign matter was found in five, but the sixth contained 28 per cent. of serum-albumin, and the seventh contained a viscid substance which did not respond to the xantho-proteic reaction. Its aqueous solution forms a useful emulsifying agent, preferable to gum acacia in emulsions intended for the treatment of certain gastric and intestinal conditions. Forty grains of egg-albumin gave results with castor, codliver and olive oils equal to 60 grains of powdered acacia.

Gelatin.—The uses of gelatin in pharmacy are well known, and it will suffice to note that a warm solution of gelatin is coming into use as an emulsifying agent for fixed oils with good results.

Dried Serum-albumin, usually met with in flaky masses, seems destined to become identified with the preparation of colloidal solutions of salts. Experiment confirms its general suitability for this purpose. When 20 grams of serum-albumin is treated with 20 grams of a 15 per cent. solution of sodium hydroxide, diluted to 1,000 c.c., and heated to 100 degrees C. and filtered, the temperature again raised to 100 degrees, and 500 c.c. of 1 per cent. solution copper sulphate added drop by drop, a change of color occurs from red to violet and reddish-brown. The mixture on dialysis yields a colloidal solution, which gives no reaction for copper salts until decomposed.

Milk-protein, or Casein, is by far the most important of the group, and some fourteen or fifteen grades of this product are marketed. These vary in their contents of fat and milk sugar, and nearly all are sparingly soluble, the exceptions being those loaded with free or combined alkali, and one type prepared by a purely mechanical process. Of nine samples examined from British, French and South American sources, the lowest percentage of fat found was 0.05 and the highest 0.4. This latter sample showed signs of decomposition. The former sample apparently keeps well and forms a guide as to a desirable "limit of fat." The varieties of casein are nearly all prepared from separated milk dried by spraying on heated rollers,

*Read before the British Pharmaceutical Conference, July, 1912.

or by evaporation "in vacuo." In each case a partially denatured casein of varying solubility and color, with a "cooked" flavor, is produced. A binding pill-excipient, which produces a hard readily disintegrating pill, is formed by mixing 5 grams of casein with 2 c.c. of solution of ammonia and heating very gently until ammonia is no longer driven off. If preferred, the paste may be dried by painting on glass, powdered, and used as a "dry" excipient. The excipient has a practically neutral reaction, and is named "ammonia casein." The "ascending-film" process for producing milk-casein is based upon the physical phenomenon known as "entrainment," the apparatus consisting of a series of tubes under a low vacuum, and the steam from the separated milk in the partially filled first tube rises with greater velocity than the casein film which follows it, and is led to a condenser. The whole travels through a system of tubes, becoming more and more concentrated, until a pasty mass results, containing a little more water than the molecular water of the casein. The product is then sprayed into a chamber heated with dry air, when it falls as an impalpable powder entirely soluble in cold water. This casein is quite suitable for pharmaceutical purposes. By its use an elegant translucent suppository can be prepared, containing 71 per cent. of protein. The casein is mixed with one-third of its weight of water and one-fifteenth of its weight of glycerin and moulded cold. It diffuses in about the same time as a similar suppository of meat and milk peptone. An entirely satisfactory suppository, containing 60 per cent. of protein, was prepared with ol. theobromatis as a base. The former suppository should be used soon after preparation. Digestive tests showed that soluble casein is digested in one and a half hour, against three and a quarter hours taken by insoluble casein. It is suggested that soluble casein might well be used to fortify the nutritive value of beef-tea, as it provides highly concentrated soluble protein.—Chemist and Druggist.

Patterson Candy Co.

Theatre Chocolates, Private Stock Chocolates, Chocolate Imperators and Chocolates Deliciosos in ½ and 1 pound packages were in great demand at the Exhibition. Apart from the fact that the chocolates are the very best, the boxes are very dainty and attractive, and these two reasons were no doubt responsible for the great sale of chocolates at the Exhibition.

Don't find fault. You probably couldn't do half as well as the people you criticise.

The Zam-Buk People Bring Out a New Line.

Messrs. C. E. Fulford, Limited, the proprietors of Zam-Buk, have decided to put upon the Canadian market their preparation "Peps". In England and Europe Peps is just as much a household word as Zam-Buk, and we have no doubt that within a very short period, such will be the case in this country. In the mean time, for the next few weeks, druggists who put in a stock of Peps, will get the first rush of business created by the new advertising.

The firm of C. E. Fulford, Limited, is noted the world over for energetic advertising. No druggist who stocks this firm's lines need fear that the efforts of the firm will stop as soon as they have persuaded him to put in a good stock. On the contrary, retailers can always depend upon the whole-hearted support of the firm, upon some of the brightest and most forceful advertising that has ever been put out in the Dominion, and upon considerate treatment at all times.

We understand that some very big contracts have been made with newspapers for the advertising of Peps, and that a considerable sum has been appropriated for advertising this line. At the same time, there will be no diminution in the Zam-Buk advertising, so that the already enormous sales of this handy household balm are likely to be still further increased.

Retailers will also be glad to hear that the firm will consider Zam-Buk and Peps interchangeable. A retailer, laying in a stock of Peps, therefore, runs no risk, because if he should not dispose of it with sufficient speed to suit his taste, he can exchange same for Zam-Buk, which is at all times a ready seller.

In the firm's advertisement, on another page of this issue, will be found a price list of the Fulford preparations, so that every dealer can now see that he is buying at the best rate.

Promptness.

One of the laws of life which is too important to disregard in any of its callings is that of promptness. This is especially true in commercial life; the man who puts off or delays action is likely to wake up one day in a tangle which it was easier to fall into than it is to get out of.

Such a condition of affairs would be caused not only by a lack of attention to financial matters, but by neglected work with its accompanying delay of business, and a belated attention to the wants of customers. Delays are always dangerous and often very costly, so keep in mind the fact that promptness makes for success.

Are You a Speculator

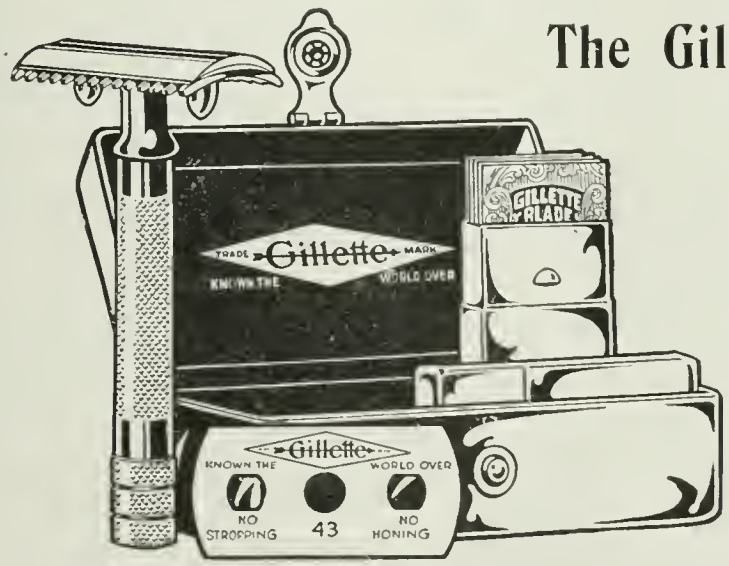
or a Level-Headed Business Man?

You know that the sales of the GILLETTE have for years far exceeded those of any other razor, and that with each succeeding year the GILLETTE'S lead increases. Over six million are now in use, and sales exceed a million a year.

Place an order for GILLETTE Safety Razors and you are not **speculating** in an uncertain proposition—you are **investing** in perhaps the most staple article that ever comes into your store.

For you can be very sure that if there is any change in the quality of razors or blades it will be still further improvement—that GILLETTE users will continue to recommend it to their friends as the best—that GILLETTE advertising will keep right on dominating all razor advertising, and strengthening the demand—and that whatever the fluctuations there may be in the market prices of **other** goods, or however competitors may cut **other** prices, you are absolutely certain of getting the **full price** for every GILLETTE you handle.

Concentrate your energies on the one sure thing in the razor trade—the GILLETTE. It's made best—shaves best—sells best—PAYS best.



The Gillette Safety Razor Co.

of Canada, Limited

Office and Factory :

The New Gillette Building

Montreal

TRADE Gillette MARK
KNOWN THE WORLD OVER

THE -

CANADIAN DRUGGIST

Monthly. Established 1898.

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

Office of Publication

Bineen Building, Temperance St., Toronto, Canada.
Telephone, Main 3203. Cable Address: SAYD, Toronto

Representatives:

CHICAGO, ILL.—E. J. Macintyre, 4057 Perry St.
ENGLAND—C. Rivington Shill, 88 Chancery Lane, London, W.C. Telephone 8936, Central.
FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.
GERMANY, AUSTRIA AND SWITZERLAND—Rudolfe Mosse, 46-49 Jerusalemer Street, Berlin, Germany.

Editorial

Convention Criticism.

We feel sure that no one will be more ready to accept criticism than the executive and active members of the Canadian Pharmaceutical Association, feeling that any such criticism evinces an interest in the proceedings of the Convention, and also gives material for thought as to the development of the Association along lines adapted to the requirements of all druggists.

In our columns this issue appears a letter from a druggist who takes exception to a portion of the President's address and report of the Committee thereon suggesting that a line of proprietary preparations be put on the market by the Association.

Our correspondent, perhaps, takes this matter too seriously, as any such step would involve much labor and create a feeling of opposition in many quarters, which would make it, in our opinion at least, unworkable, this having proved to be the case when a similar proposition was brought before the National Association of Retail Druggists in the United States, and the resolution was defeated by a large majority.

We believe the Association can find ample scope for its energies without going into any business ventures, and the more entirely free it is kept from anything savouring of a corporation for any business purposes the more will it receive the hearty support of the druggists of Canada, and its deliberations will be looked upon as unintluenced by any monetary motive.

The work done so far by the Association has amply justified its organization, and although some of its members may be over-zealous in some particulars, we believe the sound judgment of the majority will carry on the work acceptably to all the craft and in a way which must result in future benefit to pharmacy in the Dominion.

Veterinary Remedies.

The motor car has come to stay and the number will eventually increase largely, yet the horse will remain, and according to published statistics the demand is far in excess of the supply.

This being the case remedies for the cure of the many "ills" that the horse is subject to will continue to be in demand, and the druggist, especially in the smaller towns of the Dominion, should make special effort to cultivate this profitable branch of trade. And not only are veterinary remedies required for horses, but under the same category come medicines for cattle, sheep, hogs, poultry, dogs, cats and chickens, a large constituency. Not only in patent and proprietary veterinary remedies but also in the various articles ordered by the veterinary surgeon an excellent business can generally be established by persistently bringing these lines before the notice of those who are specially interested.

The "Vet's" custom should also be cultivated in the same way that the regular medical practitioner's business is sought for, and the druggist's ability to supply all his needs will commend itself to the busy man who would also prefer obtaining his supplies at home rather than sending orders to some supply house at a distance.

We would like to hear from some of our readers who have made special efforts in this direction, as to the methods adopted and results obtained. Conferring together through our columns will mean obtaining many suggestions which would bring additional trade and larger earnings.

Australian Pharmaceutical Conference.

A conference of the various states in Australasia and New Zealand will be held in Melbourne in January, 1913, to form "The Australasian Pharmaceutical Conference," which, when organized, will hold periodical conferences "with a view to promoting friendly reunions" of pharmacists, and for the discussion of subjects of general interest to the craft, etc. The following "objects" are set forth in the announcement:

To hold periodical conferences of those engaged in the practice of pharmacy, with a view to promoting friendly re-union, and for the discussion of subjects of general interest to pharmacists.

To advance and encourage the study of Chemistry and Pharmacy, and all branches of science allied thereto.

To co-operate with any other associations whose objects are altogether or in part similar to those of the Conference.

To prepare, publish and revise a Pharmaceutical Formulary.

To raise funds by subscriptions or contributions for any of the above-mentioned purposes.

The Pen That Suits Every Hand

For Students, Children, Farmers, Book-Keepers, Professional Men, Etc.

Popular with all classes—because it is popular in price and has no complicated parts to get out of order—always ready and always writing well.

The Write-away Fountain Pen has a patent interchangeable pen point section and shuttle type feed bar or plunger which regulates the flow of ink to the pen point.

Put it in stock—or send for sample if you like first—it will cost you 35c.

There is big business awaiting you and good profit.

Ask your dealer for WRITE-AWAY INKS and Mucilage, the *best* that *money* can buy. An ideal INK for office and general use. 10% lower prices.

MANUFACTURED BY

The Write-Away Fountain Pen Co., Limited

BERLIN, ONT., CAN.

There is money in these lines for the druggist who handles them. Are you doing so?

It will pay you to write for samples and prices.

We furnish selling helps to dealers in the way of Show Cards, Booklets, Samples, etc. Write us now.

Mother's Favorite Soap

A beautiful piece of soap with a dainty perfume. Excelled by none on the market today. Made expressly for use by ladies and infants. Dolls, same as cut and made from this soap, can be furnished if desired. They aid in making sales.

Egyptian Violet Glycerine Soap

Absolutely pure and transparent. Very attractively packed, and a soap which readily appeals to those who are accustomed to using good soaps.

Velvetine Shaving Cream

Makes a beautiful creamy lather and is like velvet on the face. No soothing lotion required after shaving. The most sanitary and modern method of using shaving soap.

——MANUFACTURED BY——

The Dominion Soap Co. Limited

502 Victoria Ave. N., Hamilton, Ont.

THE MARVEL

"WHIRLING SPRAY" SYRINGE

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

IT IS A MARVEL

FULLY PROTECTED BY PATENTS

ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors

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Canadian Agents:

NATIONAL DRUG & CHEMICAL CO.

Sovereign Perfumes, Ltd.

CANADA'S

Largest

Makers of

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Toilet Preparations

TORONTO

Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it one of the very best cleaners for Druggists to sell.

Gillett's Lye Eats Dirt!

If your wholesale house will not supply you at list prices, send order to us and we will ship goods direct.

Gillett's Chemical Works Established 1852.

E.W.GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

The membership of the Conference will consist of duly authorized delegates appointed by any duly consituted Pharmaceutical Society in Australia or New Zealand; or members of any Pharmacy Board (duly appointed under Act of Parliament), who have been delegated to attend on behalf of such Board.

The Conference at each meeting will appoint two Secretaries to hold office until the next meeting of the Conference, whose duties may be defined as follows:—One, the General Secretary, shall deal with matters affecting the mutual relationship of Boards and Societies, and those affecting the legal conditions of Pharmacy; to the other, the Scientific Secretary, shall be allotted the following duties:

(a) of supervising the revision of the Australasian Pharmaceutical Formulary;

(b) of adding to it new formulas under direction of the State Pharmaceutical Societies, as occasion arises.

Fishing With Two Lines.

Under the above caption the Pacific Druggist deals with a question of real importance to druggists, and its perusal may suggest to some of our readers the query as to their own plans of doing business and whether in many cases the attempt is not being made to "ride two horses at once," and between them to fail in doing any one thing effectually. Our contemporary says:

Ever do much fishing with two lines? Wasn't much of a success, was it? As a rule it is not. Neither is fishing for business with two lines, unless one is a diplomat, and even then some of the big fellows will get away. We refer to the druggist who tries to hold the patronage of physicians and yet runs a little private sanitorium in his store, where advice is given free and only a slight charge made to cover the cost of medicines, etc. Of course you do things differently; you do not really permit counter prescribing, as you interpret it, but at the same time you aim to keep in stock something to cover practically every known disease, from nephritis down to the simple ailments. That's different, of course, and you only do what others are doing—selling patent and domestic remedies, because the people want them, and, incidentally, because they help to pay the rent and buy candy for the little folks at home. This business of a remedy for each ailment and the selling of such remedies as heart cures, diabetic cures and so on is of course counter prescribing when you suggest them, and to sell a kidney cure differs only in degree from selling a cough syrup.

We have no intention of outlining a plan here to eliminate the sale of preparations for the treatment of all but the simple ailments, much as we should like to, but we do think that the druggist should give considerable thought to the subject of how far he will go in appealing to physicians for their support and how far he dare go in the other direction and not offend the medical men of his community.

Of course—and this is between ourselves—what you would really like would be to have all the business the physicians could send and also corral the traffic from the public, including all the patents and advertised goods; but experience teaches us that we cannot play the two ends against the middle successfully. Therefore, one must choose whether to appeal only to the public for business and accept what prescription business comes, or to depend upon the support of the medical profession, or yet to shape a course in between and gather a little something from each. Most druggists do the latter, with varying degrees of success, while a few have dared to eliminate all patents and depend solely on prescription business. A few also appeal strictly to the public without regard for what the doctors will say or think. It is probable all would prefer to take one path or the other and thus be independent, but since we cannot do so we should endeavor to get all there is to be had from the sources mentioned.

It seems the greatest folly for the druggist who is doing a prescription business of any consequence to lend his name and influence to the sale of advertised patents which promise to do impossible things, and what could be worse than to have your physicians reading your name under or over every catarrh cure, flesh builder or cure-all ad which appears in the paper? When the physician reads, at the breakfast table, that "Our well known druggist, Mr. Blank, is the sales agent and recommends Jones' wonderful discovery for the cure of all diseases" he is not likely to rush down town in order to send prescription business to Mr. Jones, unless all the other stores close up. So we believe the better plan is to refuse advertising of this sort and limit your agency goods to toilet preparations and sundries, if you want your prescription department to grow.

Instead of making displays of goods which will offend physicians, get out something else—rubber goods, toilet creams or whatever the season may suggest—but do not greet your medical friends with a huge sign reading "Try our Sarsaparilla—Cures Rheumatism, Blood Disorders, Kidney Disease, etc."

What we should do would be to limit our domestic remedies to those of the simplest nature, such as are used in every home, and not to provide preparations to treat the serious ills; but if your trade demands them and you feel you cannot get on without the revenue at least have the good judgment not to wave them before the eyes of physicians.

Continued on 663.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

A Criticism.

Sept. 12, 1912.

The Editor, Canadian Druggist.

Dear Sir,—I take it for granted that you are willing to give voice to the opinions of individual druggists in anything relating to the welfare of the trade (or profession if you prefer), and as one of those who were not fortunate enough to be able to go to Vancouver to attend the meeting of the Canadian Pharmaceutical Association, I would like to make some comment on the proceedings, as reported in your journal.

Let me say in the first place that I am in hearty sympathy with the professed objects of the Association and hope that it will prove a strong factor in both guarding the welfare of the druggists of Canada and in maintaining the standing of pharmacy, therefore any criticism which I offer is only the hope of strengthening the Association in the eyes of all druggists and contributing thoughts which I should like to have voiced were I able to have been present at Vancouver.

The report of the Committee on Commercial Interests, amongst other things, says, "We also would recommend that ways and means be devised for the manufacture of a line of non-secret preparations under our own control, as was advised in our second annual report." Does the Canadian Pharmaceutical Association intend to embark in the patent medicine business, for although they speak of "non-secret preparations," I do not know any such preparations that are not, strictly speaking, "patents" in the usual sense of the word, taking, for instance, "Na-Dru-Co" remedies and "Nyal" preparations, both of which lines are advertised to the public as cures for specific complaints, and others which are not advertised being intended to take the place of regularly advertised "patents." Is it in the interest of the retailer to have a line of remedies put up which will compete with his own make and on which he can make the largest profit, and does the retail wish to encourage an additional line of "patents?" I for one do not wish to have another competitor, to try to reduce the sales of my own remedies, which are replacing some at least of the advertised patents.

Is it not strange that in the same report they urge the course which I, amongst most other druggists, have adopted, when it says, "We strongly advise the making of as many of our own preparations as possible," and at the same time they propose to put up a line of goods to spoil the sale of these?

In the report of the "Committee on President's Address" we find this subject again referred to as "being heartily in accord with the President's views," etc., and signed by the incoming President as Chairman of the Committee. Is Mr. Jury willing to have preparations put on the market to take the place of those he manufactures, especially "Foot Elm," or is he merely "speaking to the gallery" when he endorses the proposal?

It appears to me that too much stress is being laid on the patent medicine portion of the business and too little to those questions of vital importance to the trade, such as "cut rate" prices, legislation in reference to the sale of poisons, etc., by others than druggists; the regulation of mail order business also in the above direction; the expulsion from our ranks of those habitual law breakers who bring discredit on the whole body, and many other topics which need attention at the present time.

I quite agree with the idea to adopt the prescription prices suggested, being those advocated at the Halifax Convention. This is a step which should engage the attention of all the district meetings and provincial bodies and be given first place in their deliberations.

I am afraid, Mr. Editor, that I have already taken up too much of your valuable space, and if you will permit may again trouble you with the opinions of

AN OBSCURE DRUGGIST.

Kent-McClain Again.

In making recent store improvements Mr. H. C. Dunlop, of Goderich, has added some new cases to his outfit. These include one of the indispensable "Trianon" combination silent salesman, stock cabinet and show case made only by Kent-McClain, Limited (Toronto Show Case Co.)

MADE IN CANADA

Caustic Soda 75-76-77%

Bleaching Powder 35-37%

WINDSOR BRAND

The Canadian Salt Co., Limited

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THE NICHOLS CHEMICAL CO., Limited

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Rely on the Reliance Strings for Profit and Satisfaction

You cannot make a mistake in keeping a stock of these Violin Strings. In the first place they are the greatest value in 15c Gut Strings on the market to-day—bound to give satisfaction and reflect credit on you.

In the second place, and equally important, your profit is 100% on every String sold. They cost you but a fraction over 7c each.

Each String is in a separate, moisture proof envelope, 30 assorted envelopes to the box. Dealer's price, $2.25 per box.

No. 118—"E" Strings, 4 lengths
No. 119—"A" " 2½ "
No. 120—"D" " 2½ "
No. 145—"G" " 1 " burnished

Trade Price, $2.25, Box 30

Retail Price 15c each

Send your Order To-day

Rex Harmonicas

Excellent tone quality, rich, powerful and sweet. Easy blowing and durable. 10 single holes, 20 composition metal reeds. Heavy convex, nickle-plated covers, heavy brass reed-plates. One of the best sellers we have in stock, and exceptional value at the retail price of 25c.

No. 700, Rex, Trade Price $1.70 per doz.
Retail Price 25c each.

You should have a stock of these for the fall trade.

THE R.S. WILLIAMS & SONS CO. LIMITED.
MUSICAL INSTRUMENTS OF QUALITY

143 Yonge Street **TORONTO, ONT.**

Five COLGATE Toilet Soaps

Which are almost as well and favorably known as Colgate's Ribbon Dental Cream:

WHITE CLEMATIS—Perhaps the most popular of our less expensive lines.
MONAD VIOLET—Exquisitely perfumed and daintily wrapped.
CASHMERE BOUQUET—King of all Toilet Soaps. No stock complete without it.
COLEO—Made entirely of vegetable oils. Ideal for the nursery.
BIG BATH—A generous cake of splendid quality.

For the bath, the washstand, the nursery, the guest room—for all purposes—for all purses—there are COLGATE Soaps—each the best of its class. Write your Wholesale House for Colgate's Price List.

COLGATE & CO., Dept. E, Coristine Building, **MONTREAL**
W. G. M. SHEPHERD, Montreal, Sole Agent for Canada

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the mos popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5 35	5 Gross
½ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

Patterson's Candy

SPECIAL LINES which should be in every high-class drug store:

"Theatre Chocolates"
"Private Stock Chocolates"
"Chocolates Imperators"
"Chocolates Deliciosos"

(in one-half and one pound packages)

"A Matter of Good Taste"

Write us for terms and proposition if we are not represented in your locality.

THE PATTERSON CANDY CO. TORONTO

Your Profit 100 per cen
When You Sell

THE KILLKORN SAFETY CORN SHAVER AND Callous Remover

Price 50c

Money-back-guarantee Coupon with each Killkorn

This wonderful little invention for human necessity is indispensable in nearly every home.

Sells at Sight **Does the Work**
Brings more Orders
Makes Friends **Makes Big Profits**

In Leatherette case with 2 scientifically tested German Steel Blades

Order from Jobber, $3.60 Doz.

Special Discount Gross Lots

If your jobber cannot supply you, Write to us.

Segal Manufacturing Co.

New York, - - U. S. A.

BUSH'S ENGLISH ESSENTIAL OILS

GUARANTEED B.P., 1898.

SANDALWOOD, CUBEBS, LEMON, CLOVES, LAVENDER, ORRIS, ETC.

OLEO-RESINS - ESSENCES

CONCENTRATED PERFUMES

CHLOROFORM, B.P.

for ANAESTHESIA.

POTTER & MOORE'S OLD ENGLISH LAVENDER WATER

W. J. BUSH & CO.

(CANADA) LIMITED.

490 ST. PAUL ST., MONTREAL
122 WELLINGTON ST. W., TORONTO
WINNIPEG AND VANCOUVER

PHARMACY IN GREAT BRITAIN

Opening of Winter Session—Shortage of Apprentices—Physician, Dispenser and Patient—Scientific Congress—The Origin of Life—A State Medical Service—Medicinal Plant Cultivation.

(From our London Correspondent.)

Now that the summer vacation is drawing to a close, the various pharmaceutical associations scattered up and down the country are busily engaged arranging their programmes for the winter session. The Pharmaceutical Society's session re-opens on October 2, and it is understood that the work of the winter will be of an arduous character. There are many topics for consideration, and chief of these will probably be the position of pharmacy as revealed by the long expected regulations of the National Insurance Commissioners. As far as organization is concerned, the craft is prepared for any development which may occur. At present the medical profession is pursuing its policy of boycotting all insurance posts, and the situation is undoubtedly a critical one. The operation of the Shops Act, and other measures which directly affect retail traders, will also come up for consideration.

* * * * *

The supply of pharmaceutical apprentices has been gradually on the decrease during recent years, and a paper on this subject has attracted a good deal of attention. Figures show that the supply of chemists' apprentices is quite unequal to the demand. It is felt that the comparatively long hours, the so-called "shop and counter drudgery," the monotony of distributing packed goods to the public, and the poor remuneration to which they have to look forward are sufficient to deter many lads with a fair education from becoming pharmacists, and unless some of the present conditions are modified no increase in the number of apprentices can be expected. The remedy in the view of the British Pharmaceutical Conference lies in the direction of shorter hours, reasonable time for recreation, and the opportunity freely given of attendance at classes of instruction in the subjects required for the qualifying examination. Several of the London daily papers took this matter up, and "The Standard" described pharmacy as "a hopeless profession."

* * * * *

The relations of prescriber, dispenser and patient have formed the subject of numerous discussions in medical and pharmaceutical circles recently. The following extract from one of your contemporaries is a fair summary of the trend of this old problem: "In the able and thoughtful paper read before the recent British Pharmaceutical Conference on the mutual relations between the physician, chemist and patient, by Mr. J. Rutherford Hill, Ph.C., the point is rightly insisted on that the dispenser should regard the prescription as a confidential document, and that he should not divulge its contents nor explain the uses of its various ingredients to the patient. It is, of course, as much outside the province of a dispenser as that of a hospital nurse to criticize the prescription as a form of treatment, and we are glad to think that such a thing is extremely rare. In the case of an error of dosage or an incompatibility, chemical or therapeutical or both, in the prescription, it is the plain duty of the dispenser to communicate privately with the prescriber. When the latter is inaccessible and the case is one of urgency, no little responsibility devolves upon the chemist, and he would be, under these special circumstances, perfectly justified in modifying the prescription to the best of his ability and knowledge in the interest of the patient, and he will lose no time in acquainting the physician with the full facts of the case. Needless to say, no indication of any difficulty must appear manifest to the patient."

* * * * *

During the month of September several congresses of interest to pharmacy have been held. The British Association for the Advancement of Science met at Dundee with Professor Schafer in the presidential chair. The Society of Chemical Industry met in New York, the meetings being presided over by Dr. Rudolph Messel, F.R.S., and the International Congress of Applied Chemistry assembled in Washington and New York. From reports of these meetings just to hand the gatherings have been extremely successful. This is particularly gratifying in the case of the Society of Chemical Industry, which is to be congratulated on the success of its notable experiment. Every year Canada and America seem to be getting nearer to Great Britain, metaphorically speaking, and I have just been informed that next year another big gathering—the Conference of the Institute of Journalists—will for the first time be held outside Britain, and Canada is the country selected. It should mean a splendid advertisement for the Dominion.

* * * * *

A movement in favour of the nationalization of medicine has been making some progress. A Liverpool doctor published a paper on the subject in

the British Medical Association's Journal, but the medical press considers that the country is not ready for a complete national or state medical service now, and does not think it will be soon. Its belief is that the more the subject is debated the more will it be found impossible under a state scheme to keep the same ideals of education before the profession, to be as ready as the profession now is to seize upon all that appears to promise scientific progress, and to maintain the private relations that should exist between practitioner and patient. A state service of doctors to work the National Insurance Act would be a very different thing from a complete transformation of the whole of the medical profession into a state scheme, but it would mean an enormous revolution in private practice if the complete service were created at once.

* * * * *

The recent floods in many parts of England have had a serious effect not only on the wheat crops but also on the crop of medicinal herbs. Growers in the producing areas of Hertfordshire, Surrey and Huntingdonshire report that the rains have spoilt many acres of peppermint, lavender and other well known plants and herbs, and the yield of oil is far below the average. The unseasonable weather has also caused the mineral water trade to suffer seriously. Last year, it will be remembered, you were able to report that the syphon trade had been very profitable business for chemists owing to the prolonged spell of hot weather, but during the past few months the trade has been almost at a standstill. On the other hand, drug market prospects show signs of improving. Opium and its derivatives are firmer, although the position of the market appears to be somewhat vague. Reports state that the 1912 crop of opium in Asia Minor will be about 5,500 cases, and the price of the drug on the Smyrna shows promise of further advancing.

* * * * *

The chemical phenomena accompanying life formed the basis of Professor Schafer's presidential address before the British Association. Your daily papers have doubtless published full reports of the professor's bold speech. The impression here is that while the professor's address is an admirable review of the present researches into the origin of life, it cannot be regarded as an elucidation of the great problem of life. Scientists and others are busy with the address.

* * * * *

Medicinal Plant Cultivation is about to be undertaken on an extensive scale in Hungary, where labour of the kind required is cheap and other conditions appear to be favourable to the project, says the Pharmaceutical Journal. One of the prime movers in the matter is the President of the Hungarian Pharmaceutical Society, and many manufacturing chemists and pharmacists have identified themselves with the scheme. The Hungarian Government has promised its support to the company which is being formed, and it is understood that the Board of Agriculture and the Board of Trade will grant certain concessions to the company, one of which will be the right to collect wild medicinal herbs in Crown lands and forests.

Books.

"The Extra Pharmacopoeia," (Martindale and Westcott.) Revised by W. Harrison Martindale, Ph.D., F.C.S., and W. Wynn Westcott, M.B. Lond., D.P.H. Fifteenth edition. Two volumes. Price 21s. London: H. K. Lewis.

"Martindale's," as the "Extra Pharmacopoeia" is generally known to pharmacists, has now reached its fifteenth edition, and the additional matter incorporated in this edition has made it necessary to produce it in two volumes. This excellent work, than which there is none better for the guidance of pharmacists, keeps the readers and students in direct touch with the progress of pharmacy throughout the commercial and scientific world; and the present edition we can safely say eclipses the former volumes in every respect.

Volume one, as in previous editions, deals with the therapeutic and chemical properties of chemicals and drugs, not only with the methods of manufacture and the use, but also data in reference to solubilities, etc.

Volume two is devoted in a large measure to analytical chemistry and experimental laboratory work.

The book is certainly a "multum in parvo," and is indispensable to every pharmacist.

Fishing With Two Lines.

Continued from Page 661.

Do not permit counter prescribing in your store. The customer for whom you prescribe eventually must go to a physician, if he lives long enough and don't take too much of the druggist's concoctions, and he tells the doctor you have been treating him, which, of course, makes the medical man very kindly disposed towards you.

As long as you are not sufficiently big and independent to conduct your business just as you see fit, regardless of what any one may think, let the other fellow make the rheumatism, kidney and heart cures and you stick to cold cream and corn salve.

Every man has a "scheme" he wastes time in talking about, but which never amounts to anything.

Chocolate "BORDO" is just what you are looking for ——

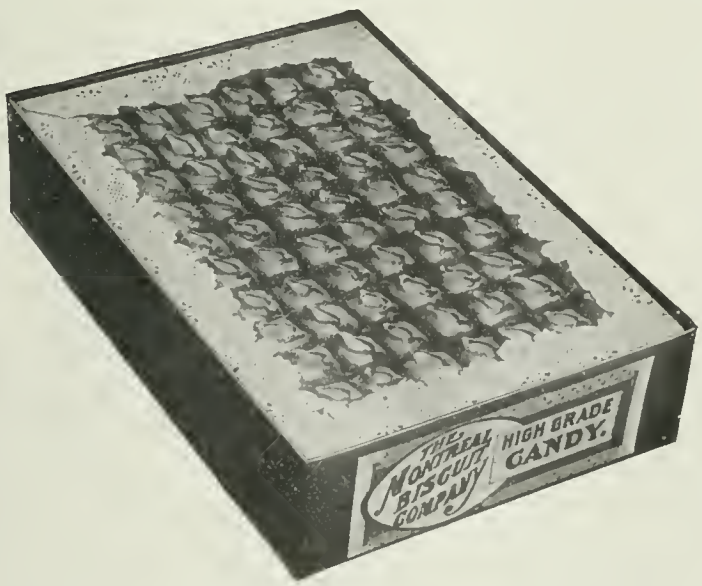
It's a profit-winner; a sales-builder; a customer-finder.

No live merchant who stocks "BORDO" can fail to secure larger sales, wider distribution.

The reason is simple---"BORDO" is known, has a reputation for deliciousness, lingering sweetness, satisfying perfection.

YOU are always looking for a sure thing, a good proposition!

Can you beat this for a buy?



5 lb. Boxes	-	each	$1.25
1 lb. Boxes	-	doz.	4.25
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10c. Pkgs.	-	doz.	.85

AS MUCH AS 60 PER CENT PROFIT

The Montreal Biscuit Co.

Manufacturers of Biscuits and Confectionery

MONTREAL

Castor Oil and Castor Bottle

By J. F. Llewellyn, Mexico

The History of Castor Oil and its container must go together. The fullest information is in "Ricin and Its Use Medicinally by the Ancient Egyptians," a copy of which was kindly sent by the author, Prof. Loret, who fills the chair of "Course of Egyptology," Lyons.

Prof. Loret shows conclusively that castor oil was known to the Egyptians 1600 B.C., and was then an ancient remedy.

Prof. Loret shows its use to 200 A. D., and traces the name of the plant and oil to the Coptic.

He quotes Herodotus, Strabon, Diodurus, Dioscorides, Pliny.

Ricin was highly cultivated in Egypt 1500 B.C.

It was hot and cold pressed, hot pressed by crushing the beans, and boiling the mass in water, also by roasting the bean and gathering the oil that flowed out.

Cold pressed by crushing the beans in a mill, and pressing in a basket, but mark the wisdom of the Egyptians, they wet the mass with brine and the heavy liquid displaced the oil.

The plant was known as kiki, kroton and perhaps trixis and sesamum. It is indigenous to the Upper Nile, was known in Arabia, spontaneous to Kordofan, Sennar and Abyssinia. Stanley made oil from indigenous plants by heating the beans and pressing.

It was in Egypt treelike and perrennial, in Spain it grows to size of an Olive tree.

"The usual opinion that it comes from India is not sustained." A de Candelle holding also this view. "The Ricin known to the Egyptians was not the Ricin of India, and beyond contest that of Africa or Arabia. What we know to-day of Ricin as a medicinal plant we must undoubtedly owe to the Egyptians of 4,000 years ago."

They used it extensively for lamp oil, as do the Kurds and Persians of to-day. These use hot water process.

As to the long-neck bottle, the National Museum has nothing that would indicate the kind of bottle the Egyptians used.

The Metropolitan Musem of Art, New York, wrote that the Egyptians used various forms and material for oils.

The Museum of Fine Arts, Boston, wrote Egyptians used stone jars for oils and ointments.

Jars were used 3000 B.C. to 2200 B.C. Narrow necks appear 2200 to 1750 B.C.

The Chemist and Druggist wrote that six months' discussion of origin of the long neck castor oil bottle had thrown no new light on the subject.

The Berlin Museum sent a photograph of a long-neck oil bottle with a small mouth of 1400 B.C., but wrote it might be Cyprian.

A friend in Berlin sent a drawing of "pottery for oil 1400 B.C." of what may be the same vase "made of some clay like terra cotta 30 centimeters high, the first bottle known that the Egyptians used for oil. Arts and Crafts of Ancient Egypt says glass vessels were only after 1600 B. C., not blown or cast, but worked as a plastic mass.

The 18th dynasty, 1587-1344 B. C., began with long graceful forms, later some beautiful long-neck vases are found."

Rawlinsons ancient Egypt says castor oil was abundant in Egypt, glass was reserved for the toilet table, being employed to contain the unguents and perfumery. Ancient unguents means oils, not pomades.

Rawlinson gives a cut of a glass bottle, from Berlin Museum. I learn this is 200 B. C.

Dennis "Etruria" says ointment and perfume vases were tall, slender-necked vases, general term Lecythes, found in Greece, Sicily and Magna Grecia Lecythes is a Greek term for oil vase.

The Boston Public Library kindly sent tracings of five Egyptian vases, three are jars, two are long neck vases.

The long neck made it possible to pour the oil slowly for anointing. The long neck is the result of civilization and luxury, as people improve jars become vases. We use castor oil medicinally, and call for cold pressed oil as the Egyptians did 4,000 years ago. Everywhere that I asked for information, I received the greatest courtesy.

A traveller in Egypt (1833) found monks anointing themselves with castor oil and a girl who swam the Nile ten times a day, after each trip made her toilet with castor oil from calabash or bottle gourd. The bottle gourd (Lagenaria vulgaris) was of ancient use in Egypt.

Major's Cement.

Those readers who carefully read the advertisements each month probably noticed the mistake which occured in the Major's cement advertisement in the August issue. Major's Cement will mend china and many other things, but will not heal sore feet or fingers as stated in the advertisement. It has no healing qualities, but can be applied in such a way as to relieve corns or sore feet. This is done by taking a thick woolen cloth and cutting it the same shape as the corn plaster, making the hole large enough so that it will not bear on the sore, then apply Major's Cement to the cloth, and lay the cloth over the sore and let it dry for a few seconds.

When you hear that a man is looking for you, and is very anxious to see you, it is usually something disagreeable.

Mr. Retailer

$100.00 IN PRIZES

Earn this in the next three months selling

Dr. Martel's Female Pills

To the Retailer who buys the largest quantity of DR. MARTEL'S FEMALE PILLS from his jobber, furnishing the Lyman Bros. & Co., Limited, Toronto, Ont., Can., (our Canadian agents), with the proof of quantity bought and the dates of purchase between Oct. 1st and Dec. 31st, 1912, we will give the sum of $50.00; second best buyer, $25.00; third best buyer, $15.00; fourth best buyer, $10.00.

All prize money to be awarded by us after proofs of purchase have been submitted by Lyman Bros. & Co., Limited, Toronto, Ontario, Canada.

Thanking you for past co-operation, we are,

Very truly yours,

KNICKERBOCKER REMEDY CO., Inc.

Sole distributers for the various Dr. Martel's remedies. (Canadian Proprietary or Patent Medicine Act No. 1629)

Canadian Agts., Lyman Bros. & Co. Ltd., Toronto

36 East 23rd St., NEW YORK, N.Y.

Grube's Method

For Complete Eradication of
TOE CORNS, SOLE CORNS, BUNIONS, CALLOUSES, SOFT CORNS, HEEL CORNS.
Kills the Seed, Leaves Smooth Skin.

One Drop Corn Remover

ADVISE no cutting with knife.
USE eraser to remove hard part. Rub well.

APPLY "One Drop," covering corn completely to kill seed of the trouble; cover it with tissue paper; peel it off third day.

RESULT a normal smooth skin. Put cotton between toes when soft corns.

PRICE 25 CENTS

When Properly Applied, Gives Relief in 3 Minutes.

EXCELSIOR CHEMICAL COMPANY, 3100 State Street, Chicago.

$1.50 per dozen. Quantity price on application. Ways and means with initial gross to assure disposal of goods. During 1911 one medium size retail drug store sent four orders of one gross each, giving a profit of $82.50 the first season of selling the article.

EVERY DRUGGIST SHOULD CARRY

-FAIRBANK'S SOAPS-

GLYCERINE TAR SOAP—for shampooing.
PUMMO SOAP—for the hands.
SANITARY (Carbolic) SOAP—for General use.

Because they are the best to be had, and show the dealer a margin of over 75% profit.

WRITE US FOR PRICES:

The N. K. FAIRBANK COMPANY

MONTREAL, CANADA

Southall Bros. & Barclay, Limited

(ESTABLISHED 1820.)

Manufacturers of

SURGICAL DRESSINGS,

ABSORBENT COTTONS, LINTS, GAUZES, BANDAGES, &c.,

NEW CHARFORD MILLS, BIRMINGHAM, ENG.

WHOLESALE ONLY.

Representatives in Canada—
MAC LEAN, BENN & NELSON, LIMITED, 525, St. Paul Street, MONTREAL.

ELECTRIC SIGN TIME

This double faced Electric Sign, size 2 ft. x 8 ft., can be operated for a few cents a night.

The Macey Sign Co. Limited

Built on practical lines and protected by patents. **READS FURTHER, COSTS LESS, SAVES 80%**
Write for Illustrated and Descriptive Circulars.

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Picture Post Cards

THANKSGIVING

12 designs at 60c per 100, $5 00 per 1000 in 500 lots
42 " " 80c " " 6.00 " " " " "
70 " 1.00 " " 7 50 " " " " "
Gold Gelatined, 12 designs, at $1.50 per 100

HALLOWE'EN

6 designs at 50c per 100, $4 00 per 1000 in 500 lots
20 " " 60c " " 5.00 " " " " "
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Gold Gelatined 12 designs at $1 50 per 100

Send us your hurry orders.

Your name on a post card will bring our Xmas Catalogue. Ready November 1st. It will be worth having.

Pugh Specialty Co. Limited

1 and 3 Jarvis St., Toronto, Can.

P.S.—We make the best Felt Pennants in Canada. Ask for quotations.

Mr. Jobber **Mr. Retailer**

$1000 REWARD

Counterfeit Dr. Martel's Female Pills have been found in the United States. They may reach Canada but have not as yet. In the U.S. these counterfeiters have duplicated our container (package).

Analysis of the pills prove them both worthless and dangerous. The formula for the genuine Dr. Martel's Pills is a guarded secret, known to but three people in the world; contain several vegetable substances and therefore CANNOT BE ANALYSED.

You must protect your customers

The only way for you to do this is for you to buy only from your Jobber or from our Canadian agents, The Lyman Bros. & Co., Limited, Toronto, Ontario, Canada.

The Price of Dr. Martel's Pills is the Same Always

No one can sell them cheaper

One Thousand Dollars

Will be given to any person or Charitable Institution in Canada for the arrest and conviction of any person or persons selling or offering for sale the counterfeit Dr Martel's Pills, and the only way we can advise you at this time to enable you to earn this $1000.00 is an offer by some one to sell these goods at a cheap price. See that they are our goods first if not buy them, order their arrest and wire either Lyman Bros. & Co., Limited, Toronto, or us.

Thanking you for past co-operation, we are,
Very truly yours,

Knickerbocker Remedy Co. Inc.

Sole distributers of Dr. Martel's remedies.
36 East 23rd St. - New York

Getting Ready.

The best work is done by the man who is ready to do it. Preparation is not inspiration. You may be fired with zeal to paint or sing, but you can not carry the impulse into execution on the spur of the moment. You must first learn how. There are five-finger exercises to be made our diligent concern, not merely in order that we may learn the piano, but in order that we may know how to live. We must be knocked down many times, and dust ourselves off, and pick up our numbed and bruised bodies and go on again, ere we become adepts in the art of living and in the science of self-government.

We lament our lack of opportunity; we envy those on whom the sun of conspicuous fortune ardently beams; we think if only we had their chance we should do much more with it. But hardly a day goes by that we do not have to let a better man do the work—and draw the pay—because we were not ready and he was prepared. Opportunity waits for nobody. It is you that must do the waiting—and while you wait you must be working to get ready for the arrival of your chance. For your chance comes suddenly, and it comes without knocking, and it rushes past like a comet overdue and making up for lost time. Life will not accept that favorite apology of the schoolroom, "not prepared." The world isn't in the least interested to know why you are not able—in the homely vernacular—to "deliver the goods." It does not want your excuses. You either fail or you succeed—you have or you haven't what is required. You were either at the station to take the express or it chugged away while you were running cross lots toward its smoky trail. The point is that you were not there on time, and it was, and so you were left behind. Swear words will not mitigate the fact.

The strong man, who knows what he is after, is willing to take years, if need be, to amplify his store of facts, his technical skill, his stock in trade of useful and accurate ideas. He does not always apply the touchstone of the practical to all that he examines, and ask himself, "what is the use of this?" He is aware that if he can not find an immediate market for his technical wares he can put them in storage against a day—sure to arrive—when he will need them. It is hard to imagine that a man can learn anything that is absolutely useless—sooner or later whatever goes to the mill will be turned into grist.—Philadelphia Ledger.

There are twenty-eight pounds of blood in the body of an average grown-up person, and at each pulsation the heart moves ten pounds.

Cultivate the Saving Habit.

"These are some few of the reasons that your employer is curious to know what you have saved. He wants to know whether you show class; whether you show indications of being a real 'comer' or whether you are going to remain in that great mediocre class who drift on lifelessly from one pay day to another with no thought of real progress.

"Such men are not worthy of promotion. Such men accomplish very little in any industry, and such men are the ones that are thrown into the discard at thirty and settle down as under-clerks, under-bookkeepers, under-floorwalkers and under-accountants. Have you the prefix 'under' to your title in your place of employment? Remember that all these people are also underpaid. Where the word 'under' is the prefix to the job, the word 'under' is also prefixed to the pay.

"You are now at your greatest earning capacity. As your age increases, you will be slipping down the hill of life and failing slowly but surely. If you are not saving now, you will never save, and your employer knows this. If you are still putting a certain proportion of your earnings in the savings bank, it shows that you are not whipped, that you still have hopes, aims and ambitions for the future. These are people for whom employers are looking—people filled with optimism, people filled with ambitions—and there is no more certain barometer to ambition than the pass book of a savings bank."—Roe Fulkerson.

An Old Tried Remedy.

Mr. Thos. Gibbard, No. 30 St. Francois Xavier St., Montreal, who is very well and favorably known to the drug trade, has the agency for Canada of Dr. Marshall's Catarrh Snuff, the old reliable remedy for cold in the head, catarrh, ringing in the ears and deafness, which remedy has been sold by the drug trade since 1835. He carries a stock at Montreal for the benefit of the wholesale trade.

The sale of this catarrh remedy keeps on increasing, as there is nothing else made, it is claimed, gives as quick relief for nasal troubles.

The retailers who display it on their counters in the attractive one-half dozen carton in which it is packed, tell us that they sell ten times the quantity now that they used to when it was put up in packages and kept on their shelvs, as the advertisement on the carton sells the snuff without any trouble to the salesman.

This carton is shown in their advertisement on page 693.

Chimneys became a part of house construction as early as 1236.

New Remedies.

Allantoin, shown by Titherley and Coppin to be the active constituent of Symphytum officinale, which was long used as a popular vulnerary, has come into prominence through the work of Macallister, who has employed it with success on wounds and abscesses. It is put on the market by several firms in the form of tablets.

Antinausin, a remedy for seasickness, consists of quinine, kola, and other stimulants, with the methyl ester of valerianic acid.

Aprodixin contains yohimbin, muira extract, lecithin, and an alkaloid from Anona.

Argatoxyl is a trade-marked name for the silver salt of atoxyl.

Codeonal consists of 11.76 per cent of the codeine sale of diethylbarbituric acid, and 88.24 per cent. of the sodium salt of the same acid, or medinal. It is put on the market in the form of sugar-coated tablets, flavored with a trace of peppermint, and is recommended as a sedative and hypnotic, especially where sleep has been disturbed by coughing, and in other cases where codeine is indicated.

Diurase tablets contain alkaline carbonates, glycocoll, and terpin hydrate, and are said to have a diuretic effect.

Ferrysin contains the albumen of milk with iron glycerophosphate.

Gonokozid is another trade name for Vaginol, gelatin suppositories containing mercury oxycyanide, soziodole-sodium, and alumnol.

Hamalan is a liquor of iron and manganese treated with malt extract and pepsin.

Hayfever-Renitol is a suprarenal extract with a local anesthetic.

Hydrastine hydrochloride is artifically prepared methylene-dioxy-dihydro-isoquinolinechlormethylate, which is like the salt prepared from the root in every particular, but is considerably cheaper. The manufacturers have employed it in a Liquor Hydrastini, which corresponds to the fluidextract of hydrastis canadensis of the German Pharmacopoeia, but has a more pleasant taste.

Hydrine, a new preservative, contains 13.67 per cent. free benzoic acid, 9.16 per cent. sodium oxide, 7.52 per cent. phosphoric acid, 35.94 per cent. sodium chloride, 9.64 per cent. milk sugar, and 24.89 per cent. water.

Ischurol Bacilli consist of glycerin soap, and are intended for insertion in the bladder in cases of retention of urine by pregnant patients.

Lecimalactin is said to contain 12 per cent. of lechithin and 0.3 per cent. of iron glycerophosphate.

Lecithin-Martose contains lecithin and haemoglobin in a sweetened solution.

Luol is the trade name for a formaldehyde soap.

Matrol contains as its active constituent a fluidextract of viburnum prunifolium and valerian. It is used in dysmenorrhea.

Membrosan is the trade name for tablets of lecithin, albumen, bone marrow, and nutritive salts, with aromatic herbs.

Menthocapsol is a salve having the consistence of a soft soap. As a base it has a soap containing ammonia, and contains camphor, menthol, eugenol, gaultheria, capsicum, and pepper. It is also called sapono-camphorated liniment with menthol and capsicum. It is said to have given good results in the treatment of rhuematism, nervous pains, and sciatica.

Neosan contains guaiacol-calcium, and is used in diseases of the respiratory tract and in tuberculosis.

Novadrin solution contains in 1 cc. 0.015 g. of novocain and 0.00005 g. adrenalin.

Novopurene, or Oblevan, contains 0.1 g. of phenolphthalein in each dose.

Odoform is a formaldehyde-soap solution.

Odorite, a disinfectant contains 52 per cent. of cresol in a sodium soap solution.

Ohnin is a chemically pure hydrocarbon to be used for burns and scalds.

Paratophen is a methylated atophan, which is recommended on account of its improved taste, and is used in gout and rheumatism.

Regulin Biscuits are a new form for the presentation of regulin. They are of especial value for sensitive patients and children, since they are completely tasteless, and have a vanilla flavor.

Theosalin contains 43.5 per cent of theobromin sodium and 56.5 per cent. of sodium sulphosalicylate.

Zebromal is ethyl dibromcinnamate. It is used in epilepsy, in daily doses of from 1 to 7 g.

—Phar. Era.

Kent-McClain Again.

Another of Kent-McClain's (Toronto Show Case Co.) beautiful oak drug stores has been installed in Guelph for Mr. J. D. McKee. The show cases are of the celebrated "Roman" type, that is, all glass construction with marble bases. The whole is a light finish that lends an effect of brightness with solidity that is very attractive.

"This doesn't taste like genuine maple syrup to me," said the suspicious purchaser.

"Probably not," replied the genial grocer. "After what you have been accustomed to the real article would naturally seem strange."

TOYS AND DOLLS

Now is the Time

Early buyers of Holiday goods secure many advantages that mean dollars and cents in large figures later on.

Our stock is complete. The big leaders in popular lines that often run short during the season can now be had and all the latest novelties are available to the October buyer.

The volume of your business and your profits on Holiday goods can be increased by making a visit to any one of our houses at this season.

NEW CATALOGUE NOW READY

NERLICH & CO.

146-148 FRONT STREET WEST (Opposite Union Station)

TORONTO

WINNIPEG
52-54 Albert Street

MONTREAL
301 St. James St. (cor. Victoria Sq.)

QUEBEC
76 Bridge Street

LEGG BROS.
ENGRAVING
Co.

PHOTO ENGRAVERS
DESIGNERS
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ENGRAVINGS FOR ALL PURPOSES. HALF-TONE AND LINE ENGRAVING WOOD ENGRAVING

WASH DRAWINGS FOR BIRDS EYE VIEWS OF BUILDINGS ETC. SEE ILLUSTRATIONS IN THIS PUBLICATION FOR SAMPLES OF ENGRAVING & PHOTOGRAPHING. CATALOGUE WORK A SPECIALTY

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No 5 JORDAN ST., TORONTO.

"ARLINGTON"

Teething Rings
Eye Shields
Babys' Rattles
Soap Boxes
Dressing Combs
Fine Combs.

ALL A1 VALUE

The Arlington Co., of Canada
LIMITED

East — Duncan Bel, Montreal
Ont. — John A. Chantler & Co., Toronto.
West — R. J. Quigley, Winnipeg.

SANOL

Is very valuable in the treatment of Gall Stones, Kidney Stones, Gravel in the Bladder, Lumbago, Uric Acid Diatheses.

Sanol's Antidiabetes

Is the only positive cure for Diabetes.

"Changing Diet Method"

Sanol: retail $1.50, trade $12.00 doz.
Sanol's Antidiabetes: retail $2.00, trade $16.00 doz.

Terms, 30 days 5%.

Sanol's Preparations may be obtained wholesale from:

All Depots and Branches of the National Drug & Chemical Co. Limited, of Toronto.
Drug Trading Co. Limited, Toronto.
Lyman Bros. Co. Limited, Toronto.
Lyman's Limited, Montreal.
Lyman-Knox Co. Limited, Montreal.
N. C. Polson & Co, Kingston
Martin, Bole & Wynne Co., Winnipeg.

Your esteemed orders will have our prompt attention.

The Sanol Mfg.Co., Winnipeg, Man.
Also Chicago, Ill., U.S.

READ

The letter below came to us unsolicited. It is one of many that we receive in the course of a season.

Pharmacie Delisle
A. E. FRANCOEUR, Successeur

Quebec, March 30th 1912

The F. E. Reed Glass Co
Rochester, N.Y.

Gentlemen.
I am satisfied with the class of glassware and you may rest assured of my future orders. The railway people are not always pleased to handle boxes as big large crate, but this time it is a wonder for them, and the breakage is reduced to a trifle.
I hope you will continue to serve me there, and I remain.
Yours truly
A. E. Francoeur

SEND YOUR INQUIRIES TO

F. E. REED GLASS CO.
ROCHESTER, N. Y.

Formulary

Harmless Hair Dyes.

The Pharmazeutische Zentralhalle gives the following :

Nutgalls..... 50 grams.
Water..... .....300 grams.
Ferrous sulphate..... 10 grams.

Boil the nutgalls in the water, strain in the colate, dissolve the iron salt, and evaporate the liquid to two-thirds of its original volume.This stains the hair brown.

The following is said to yield a dye which stains the hair brown immediately upon application :

Gallic acid..... 10 grams.
Ferric chloride..... 8 grams.
Water..... .....100 grams.
Acetic acid..... 8 grams.

Dissolve the acid and the ferric chloride in the water. Add the acetic acid shortly before applying. The hair must be thoroughly washed in order to deprive it of fat and dried before applying the dye.

White hair is said to be dyed brown by the following :

Red wine..... .....120 grams.
Ferrous sulphate..... 3 grams.

Boil for one minute. Apply to the hair twice a week and let it dry after every application until the desired result is obtained.

TO DARKEN RED HAIR

Take of solution of calcium saccharate, 3.5 grams ; glycerin, 15 grams ; essence of jockey club, grams ; alcohol, 15 grams, and enough distilled water to make 300 grams. The hair is to be sprayed with this solution once a day, after which it is well brushed. Neueste Erfindungen und Erfahrungen is responsible for the above.

LILY-OF-THE-VALLLY SHAMPOO.

Alcohol..... .....30000 parts.
Oil of convalleria..... 80 parts.
Linaloa oil..... 240 parts.
Oil of bergamot (synthetic)... ... 100 parts.
Cananga oil..... 35 parts.
Vanillin..... 15 parts.
Terpineol..... 340 parts.
Distilled water..... .....45000 parts.

Co'or the liquid light green.

BRILLIANTINES

A. M. B.—One of the following will no doubt answer your purpose :

1.—Suet..... .....40 oz.
Wax..... .....40 oz.
Sesame oil..... .....40 fl. oz.

Melt in a water-bath, constantly stirring, so as to make a foamy mixture, and add :

Castor oil..... .....21 fl. oz.
Tragacanth mucilage (thick)..... .....20 oz.

Perfume as desired.

2.—Alcohol (60 per cent.)... ..... 4 fl. oz.
Castor oil..... ..... 2 fl. oz.
Neroli oil..... .....20 min.
Oil rose geranium..... ..... 5 min.
Oil verbena..... ..... 5 min.
Oil lemon ....50 min.

Color yellow with saffron.

3.—Alcohol (90 per cent.)... ..... 3 fl. oz.
Castor oil..... ..... 2 fl. dr.
Expressed oil almond..... .....1½ fl. oz.
Glycerin..... ..... 4 fl. dr.
Extract jockey club..... ..... 1 fl. dr.

4.—Lard..... ..... 7 oz.
Spermaceti..... ..... 7 oz.
Expressed oil almond..... ..... 7 fl. oz.
Wax..... ..... 2 oz.

LIQUID BRILLIANTINES.

Olive oil..... ..... 4 fl. oz.
Glycerin..... ..... 3 fl. oz.
Alcohol..... ..... 3 fl. oz.
Perfume..... ..... sufficient

HAIR TONIC.

Infusion of sage..... .....12 ounces.
Resorcinol..... .....15 grains.
Quininine sulphate..... .....15 grains.
Jamaica rum..... ..... 4 ounces.
Antiseptic solution..... ..... 2 ounces.
Glycerin..... ..... ½ ounce.

The infusion of sage (1 in 16) is made with witch hazel distillate instead of water.—Chem. & Drug.

SOAP POWDERS

E. T.—The following have been recommended as yielding serviceable preparations :

1.—Calcined soda..... ...80 parts.
Sodium sulphate..... ....10 parts.
Sodium chloride..... ..... 5 parts.
Water..... ..... 5 parts.

2.—Calcined soda..... .....90 parts.
Borax..... ..... 5 parts.
Water..... ..... 5 parts.

3.—Calcined soda..... .....91 parts.
Ammonium chloride .... 6 parts.
Soap powder..... ..... 2 parts.
Water..... ..... 1 part.

4.—Caustic soda..... .....40 parts.
Soap powder..... .....30 parts.
Starch..... .....10 parts.
Water..... .....20 parts.

5.—Calcined soda..... .....90 parts.
Sodium hyposulphite .... 5 parts.
Borax..... ..... 2 parts.
Water..... ..... 3 parts.

6.—The following is also recommended as a succedaneum for the much-used bleaching solution :

Sodium carbonate, crystal	6 lb.
Borax	1 lb.

Dissolve in a gallon of boiling water, let cool, and add 8 oz. potassium carbonate and 6½ fl. oz. of ammonia water. Over 2 lb. of fresh quicklime pour a gallon of boiling water, stir well, and set aside. After a little time pour off the clear liquid and add to the foregoing. The dissolved lime decomposes a corresponding quantity of the sodium salt, and thus produces a weak solution of caustic soda.

7.—Powdered curd (hard) soap	4 parts.
Sodium carbonate	3 parts.
Sodium silicate	3 parts.

Make as dry as possible, and intimately mix.

BORAX SOAP POWDER.

8.—Powdered curd (hard) soap	5 parts.
Soda ash	3 parts.
Sodium silicate	2 parts.
Borax (crude)	1 part.

Each ingredient is thoroughly dried, and all mixed together by sieving.

LONDON SOAP POWDER.

9.—Yellow soap	6 parts.
Sodium carbonate	3 parts.
Pearl ash	1½ parts.
Sodium sulphate	1½ parts.
Palm oil	1 part.

PERFUMED TALCUM POWDER.

(G. W. E., Muskogee, Okla.)—Try one of the following :

1.—Precipitated chalk	16 oz. av.
Talcum	3 oz. av.
Orris root	1 oz. av.
Boric acid	1 oz. av.
Essence of cassie	1 dr.
Essence of jasmine	1 dr.
White rose extract	1 dr.

All the solids should be in the form of a very fine powder. Mix the whole thoroughly and pass through a very fine sieve.

2.—Talcum	8 oz. av.
Corn starch	8 oz. av.
Oil of Neroli	30 drops.
Oil of ylang ylang	30 drops.

Mix thoroughly. The synthetic oils of neroli and ylang ylang may be used.

VIOLET BRAND SKIN CREAM.

Tragacanth	4 dr.
Benzoic acid	1 dr.
Sodium borate	1 dr.
Water	4 oz.
Orange flower water	4 oz.
Glycerine	8 oz.
Orris	20 min.
Extract jasmine	4 dr.

Put the tragacanth in a wide-mouthed bottle and add the water, leaving it standing for several days ; dissolve the acid and the borate in a mixture of the glycerin and orange flower water, and add this to the tragacanth mixture ; shake occasionally for several days, squeeze through flannel, stir in the oil and the extract, and put into tubes or jars, adding more water if necessary.

Arithmetic in Business.

By J. Clarence Howell, of the Commercial Department, Wichita High School, Wichita, Kansas.

Probably the majority of merchants make use of percentage in figuring profits and marketing prices, but beyond that its application in its simpler form is largely for statistical purposes.

It seems to be true that the average person is unable to cope with the ordinary problem in percentage if it goes beyond one operation.

Failure to couple the rate with its base leads to many very common errors. The problem which follows will illustrate my meaning :

"An article costing $50.00 was marked to sell at 40 per cent. above cost. If a discount of 40 per cent. was afterward allowed, was there a gain or loss and how much ?"

Give this problem to almost any group of people, with the possible exception of a few merchants making frequent discounts, and half of your people will immediately say that there is neither a gain or a loss. Of the remainder who may suspect that some change has taken place, few will be able to say off-hand that there has been a loss.

This is due almost wholly to the failure to grasp the idea that the rate of per cent. represents a fractional part of the base, and that in problems such as the one just given, there are two distinct bases, the second being 40 per cent. greater than the first, and, therefore, the second percentage will be 40 per cent. greater than the first, thus making the discount 40 per cent., or 16 per cent. of the original cost.

It is necessary to get the idea that there is no equality between rates of per cent. unless their bases are equal, and, furthermore, that no comparison can be made between them until they have been reduced to terms of the same unit value or to per cents of the same base.

The mention of any number of per cent. is meaningless unless we couple it with a specification of our basis of computation.

Of course, custom has given meaning to many expressions, but custom may also change the meaning ; and, with the present apparent need, on the part of many lines of business, to keep the public in the dark as to profits and other

Our Second Rat Talk

RAT CORN

KILLS RATS AND MICE—NO ODORS OR SMELLS—NO POISON

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell. Will not kill cats, dogs, or man.

RAT CORN is a new and scientific discovery, and without doubt the greatest RAT DESTROYER in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you.

Retail prices.	Wholesale prices		
15c Can	$1.25 Doz.	$15.00 Gross	One dozen in box for Counter Display.
25c "	2.00 "	24.00 "	
50c "	4.00 "	48.00 "	Half dozen in box for Counter Display.
1.00 "	8.00 "	95.00 "	

Ask your Dealer, or sent by mail on receipt of price. We pay postage.

Booklet, "How to Destroy Rats," FREE.

THE CANADIAN RAT CORN CO. Ltd.
193 Adelaide St. West, TORONTO, ONT.

WILLIAM MATHER, LIMITED
MANCHESTER

Manufacturers of Up-to-date Surgical and Pharmaceutical Plaisters of every variety

India-Rubber Combination Plaisters

Strengthening Capsicum and Belladonna of guaranteed B. P. and B. P. C. Strengths.

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} Equal to any in the Trade

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Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

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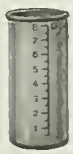
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To the Druggists of Canada

We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Ball-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing. We are making a special offer on the Ball-cup nipple until the 1st of January, 1912. Write us for prices.

THE HYGEIA NURSING BOTTLE CO.
1336 Main St., - Buffalo, N. Y.

Section of ball-cup nipple. The puncture in the nipple is at the bottom of the cup.

data, the opportunity offered by incomplete expressions is most inviting.

In view of the different constructions to be placed upon them, I believe that questions similar to the following should be eliminated from our business arithmetic. Instead of "What is the per cent. of gain?" we should have "The gain is what per cent. of the cost?" or "What per cent. of the selling price is profit?" depending upon which we mean.

The following may make clearer my grounds for the attitude taken in this matter. In the window of the Burroughs Adding Machine Company's local agency is a card which reads as follows:

A PUZZLE.

An article cost $1.00 to manufacture.
The expenses of selling are 22 per cent.
For what must it sell to make a net profit of 10 per cent.?
Nine out of ten men can't solve it.
Can you?

Practically every business aritmetic on the market, if offering such a problem, would give as a result $1.32, taking the first cost as the basis for estimating cost of sales and net profit.

My first thought, on reading it, was that the author would probably give as a result $1.34, since he had called it a puzzle, thus figuring a profit on cost of selling.

Imagine my surprise, then, upon being informed that the result is $1.47, the author insisting that the expense of selling and the cost should be quoted on the basis of the selling price.

He maintained that many failures in business were due to the practice of basing desired profits on cost.

Local business men were attracted by this question, and began to discuss it and we learned that it is the custom of several large business houses in this city (and the same is probably true in other cities) to reduce their profits and cost of selling to a percentage basis, with the selling price as the base.

This only gives added proof that the art of applying arithmetic to business requires more study and discrimination than does the science itself, and this all goes to show that there is yet truth in the old saying, "A fool can ask questions (in arithmetic as well as elsewhere) that a wise man (say nothing about a child) can't answer."

The oldest grave in Trinity churchyard, New York city, so far as can be determined, is that of Richard Churcher. The stone on the grave indicates that the boy died at the age of five and a half years, April 5, 1681.

Are Soda Straws a Menace

Shall the use of soda fountain straws be prohibited on the ground that such use is a menace to the public health? This question came up before a New Jersey local Board of Health recently when complaint was made that fountain straws were being used over and over again, especially by operators of ground privileges to sell drinks, such as bottled ginger ale, pop, sarsaparila, etc., in base ball parks and other public places. The statement was made that attendants were seen to gather up the empty bottles with the straws which the consumers had once used, carry his burden to the dealer's shed, pick out the little-damaged straws and send them out by the "soda hawker" to be used over again. The assertion was also made that some operators of fountains of the side-walk variety or in the cheap resorts were also guilty of similar practices, an instance being cited where the straws after having once been used had had their ends chopped off and handed to the next purchaser of drinks.

Similar conditions have been observed elsewhere. In Indiana the State Board of Health has taken official recognition of the drinking straw as a possible source of infection and the Secretary, John N. Hurty, has issued a letter to all persons operating soda fountains within the State, calling attention to the necessity of protecting not only straws, but spoons, glasses, etc., from contamination by flies and dirt.

In Tennessee the matter of washing tubs, as well as utensils, is closely watched.

If the use of the public drinking cup is to be condemned—and such use is a misdemeanor in several States—the employment of once-used straws can not be too strongly denounced. The opportunity for the dissemination of syphilitic and other communicable diseases is too great to be neglected by health authorities who have the interest of their respective municipalities at heart. Regulations should be provided which will effectually prevent the unnecessary handling or exposure to dust and dirt of fountain straws or their re-use under any circumstances. Unless the straws can be employed under such conditions, there is a possibility that members of boards of health will see fit to prohibit the use of straws at soda fountains in general on the ground that such use is a menace to the public health.—Soda Fountain.

Na-Dru-Co.

As usual the National Drug and Chemical Co. had a very creditable exhibit at the Fair this year. Their goods, which are so widely advertised throughout Canada, have become a household word. Their Red Rose Talcum Powder was probably the biggest seller at the Exhibition.

Get the Quantity Discounts

ON

PINEX

The Big-Selling Cough Remedy

You'll probably sell 6 dozen Pinex—perhaps 12 dozen—this year. Buy a quantity and increase your profit.

Discount on 6 dozen order, 5%; on 12 dozen, 8%. Through your jobber.

Bigger than Ever

Pinex is being advertised more heavily and is selling faster than ever before. People who always made their own cough remedy are now buying Pinex, getting a better article and paying the druggist a better profit. One of the best money-makers a druggist ever touched. The SALE IS GUARANTEED. Stock it up. Get the discounts!

THE PINEX CO., Ft. Wayne, Ind.

Our New

Plug Sprinkler

is absolutely leak proof neat in appearance, simplest construction of any Sprinkler on the market.

Collapsible Tubes

for all purposes for which Tubes are used.

Metal Syringes,

Suppository Moulds,

over 200 shapes and sizes.

Hand Pill Machines,

Tin Spouts for Bug Poison

Ask for Samples, Prices, Catalog.

A. H. WIRZ

913-917 Cherry St. - PHILADELPHIA

FINE PHARMACEUTICAL - - PRODUCTS - -

- 'TABLOID'
- 'SOLOID'
- 'KEPLER'
- 'HAZELINE'
- 'ENULE'
- 'WELLCOME'
- 'VAPOROLE'
- 'ELIXOID'
- 'VALULE'
- 'VALOID'

The Products bearing these Trade Marks or Brands are characterised by exceptional purity, efficiency and elegant production. They are issued by

BURROUGHS WELLCOME & CO.
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Offices and Exhibition Room:
35, 37 & 39, West Thirty-third Street

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The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

Full stocks are held at the following depots:—

TORONTO, ONT.: W. J. A. & H. Carnahan; Drug Trading Co.—LONDON, ONT.: Cairncross & Lawrence—WINNIPEG, MAN.—R. A. Gillespie—VANCOUVER, B. C.: J. A. Tepoorten & Co.—CALGARY, ALBERTA: James Findlay Drug Co.

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LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums

and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited

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SHOW CASES an

Fixtures that are built up to the Kent-McClain sta

Kent-McClain Limited

181-199 Carlaw Avenue - - Corn

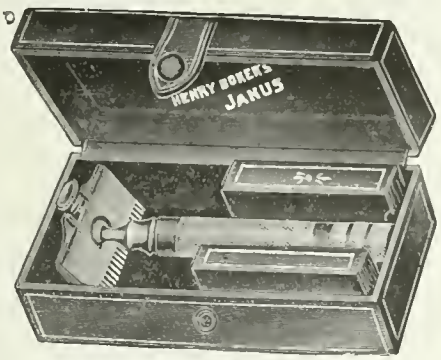
SHOP FITTINGS

are fixtures that mean business and more of it.

Toronto Show Case Co.)

of Queen St. East, TORONTO.

The Newest and Best Safety Razor



Henry Boker's "Janus"

Triple Silver-Plated Holders and Twelve Double-Edged Blades. These Blades can be stropped, which makes them last indefinitely. The "Janus" is the most wonderful little instrument ever devised for taking the beard off the face A single movement releases or inserts the Blade. The holder is in one piece. There are no parts to adjust—nothing to learn. It is simplest in construction, easiest to clean. Once the blade is inserted in the holder, it is absolutely rigid. There is no vibration. No shaving instrument ever devised approaches it in any particular. The steel used in "Janus" Blades is made by Boker's process, which is known the world over as the very best. We guarantee this Safety Razor to shave to perfection.

McGILL CUTLERY CO. Reg'd, New P.O. Box 580, Montreal

THE BEE CELL FRENCH SUPPORTER

A BOON TO WOMANKIND

THE only collapsible, self-adjusting infallible Supporter in the world, made of purest and softest rubber. Having 6 faces or cups it renders misplacement absolutely impossible. This feature does not exist in any other supporter. Highly recommended by the medical profession

RETAIL PRICE, $2.00

Price to the Trade—$12 per doz. in ½ doz. lots, $10 per doz. in 1 doz. lots

Druggists: write for descriptive circular and special introductory proposition Made in two sizes, large and medium. Accompanying illustration shows full size of Medium Supporter. This size is generally used. Guaranteed satisfactory or money refunded Address

THE BEE CELL COMPANY

524 C White Building - - - - BUFFALO, NEW YORK

GOOD PROFITS

Every druggist is interested in PROFITS and should sell the lines with most profit.

STEVENS' LINE

of Surgical Dressings, plain and medicated, should be on your quick sale stock shelves.

The quality is right, package looks good and price is reasonable.

STEVENS' LINE

is recommended by the physicians and nurses.

WRITE TO-DAY FOR SPECIAL OFFER.

The J. Stevens & Son Co.

LIMITED

145 Wellington St. West, Toronto.

Do you want the best strop on the market—Absolutely Free?

Last season we started hundreds of dealers making money out of the

New Torrey Honing Strop

by first proving to them that it was the best strop on the market. We gave each of them a free strop to make an actual test of its merits. They were convinced themselves and found it easy to convince their customers. Now we are willing to give you the same proof—a free strop for your own use.

Every dealer who hasn't already received one of our strops free should write at once. Tell us the name of your jobber and we'll send the strop absolutely free, except for duty.

J. R. TORREY & CO.

Dept. F Worcester, Mass.

Coryfin a New Preparation Menthol.

Coryfin occurs as a limpid, colorless oil having a faint odor of menthol.

It is soluble in ether, alcohol and chloroform, and very slightly in water. When heated with caustic alkalies it splits up into menthol and ethylglycolic acid. When incinerated no residue is found to remain.

When applied to the skin and mucous membranes coryfin possesses the property of liberating menthol, and that soon after its application an intense menthol effect result, which sometimes persists for hours. Owing to this property coryfin exhibits a beneficial effect both in nervous headaches and migraine as well as coryza and catarrhs. In headaches a little coryfin rubbed lightly into the forehead or painted on produces a cooling and refreshing sensation which lasts for an hour or more. In cases of cold in the head or nasal mucous membranes if they are painted with this compound a marked relief in breathing is produced. Also in cases of catarrhal irritation of the phoryyn, if a few drops are added to luke warm water and the throat gargled or 3 or 4 drops may be poured on a lump of sugar and slowly swallowed marked relief is experienced. Coryfin can be swallowed without any fear of injurious effects, as iti is absolutely innocuous.

The Phylacogens are Being Heard From.

The first of the Phylacogens (for rheumatism) was brought out some six months ago. It attracted widespread attention from physicians—such attention, it is asserted, as has not been given to any new remedial agent since the discovery of diphtheria antitoxin. In addition to it there is now a Phylacogen for the treatment of erysipelas, another for gonorrhea, and still another (Mixed Infection Phylacogen) for the multiplicity of infections which may be said to be of questionable etiology, or in which no particular bacterial species is known to predominate. The several Phylacogens have been exhaustively tested clinically and are producing excellent results—results in many cases as surprising as they are gratifying.

Perhaps there are some retail druggists who are not fully acquainted as yet with these preparations. To such a word of explanation is in order. The Phylacogens are bacterial derivatives, or modified bacterial vaccines. They are sterile aqueous solutions, put up in sealed glass bulbs of 10 c.c., and are administered hypodermically. They were originated by Dr. A. F. Schafer, of California, and are being prepared and marketed by Parke, Davis & Co. Thus far there are four of them. Others are in process of development.

It would seem to be only a question of time when the Phylacogens will come into general use. And they may actually revolutionize the modern treatment of infectious disease. Many medical men think it highly probable that they will do so. In view of this prospect, pharmacists should secure at least a modest supply of the several preparations now—say one package (ten bulbs) of each—subsequent orders to be placed as occasion demands. The importance of this is emphasized by the active promotion campaign which Parke, Davis & Co. are conducting among physicians—a campaign that is said to be continent-wide.

Credit Makes High Cost.

It is very human-like to be willing to buy things on credit. There is always a plenty of things every family needs, and always a scarcity of money with which to purchase them. To get them on time, thereby postponing the day of payment, or retribution, is usually an easy thing to do, the merchant being anxious to sell and the customer eager for the goods. The result is that business as now conducted is based, not on cash, but on credits. The consumer owes the retailer, the retailer owes the jobber, the jobber owes the manufacturer, the manufacturer owes the bank and the bank owes the body of the people who keep their money in its vaults. Of course there are other costs besides those that run in the straight line mentioned, for both the retailers and the jobbers often are indebted to the banks as well as to the concerns from which they buy and the consumer owes not only the merchant, but everybody else who trusts him. The whole fabric of our trade and industry is held together by evidences of debt. This fact is largely responsible for the high cost of living. Everybody is paying interest, and the consumer foots the bill.

Sanitol Chemical Laboratory.

A very pleasing display of Face Cream, Face Powder, Cold Cream and Talcum Powder was put up by this firm at the annual Fair this year. This enterprising firm is supplying dealers with a very attractive window card, which should help materially in selling their goods.

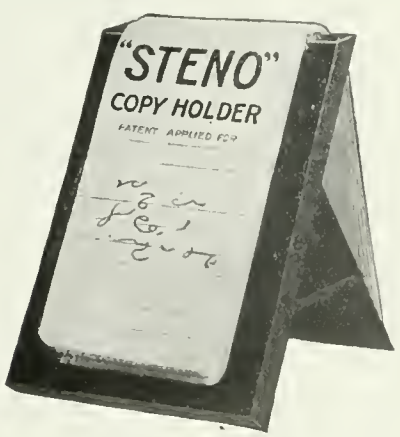
Kent-McClain Again.

Mr. J. H. Stiles, of Bassano, Alta., has installed a handsome outfit in oak. The cases are of Kent-McClain's (Toronto Show Case Co.) beautiful "Minton" design, and include one of the now indispensable "Trianon" combination counter and stock cabinet and silent salesman.

Fancy Goods and Stationery

Concerning Book Stores.

The value of the book store to any town, large or small, cannot be questioned, says the Bookseller and Stationer. If books have any place among the instrumentalities of civilization and progress, there should be a place in every community where they can be seen and purchased, but under the conditions that had been brought about by years of careless drifting, without co-operation or thought for the future, the retail bookstore was doomed. Indeed, hundreds of booksellers in the smaller towns had given up the business and hundreds of others, who still called themselves booksellers, limited that part of their trade to the cheap reprints, and gave their principal attention to stationery and notions and other goods.



Why You Will Like the "Steno" Copy Holder.

The "Steno" Copy Holder lies perfectly flat and firm on either the lap or desk while writing, and stands firmly in plain view while transcribing. The work is not removed until entirely filled on one side of pages and then not again until completely filled. Both book and holder may be laid aside without even closing the book. The "Steno" Copy Holder is made of heavy board with strong wooden frame bound with durable cloth and retails at 50c. each. Trade supplied by Buntin Gillies & Co., Limited, Hamilton and Montreal.

Unique Advertising Scheme.

One of the most unique advertising schemes ever attempted has been pulled off by a German automobile company, which uses the blank space on the German 100 mark bank notes for its ads. These read: "Anybody who drives these cars saves many of these bills." Naturally, the ad. caused great excitement, and although official circles have tried to stop this kind of advertising, it is said nothing can be done to enjoin the company from this practice.

Dolls of All Nations.

Egyptian children had beautiful dolls made of the fabrics; though, of course, there were the cheaper dolls made out of wood for the poor children who could not afford the others. The Egyptian children dressed and undressed them, playing just as the children of to-day play with their toys. Some of the dolls, those that were the most expensive, had feet and hands which could be moved by means of strings.

In the ruins of the old Greek and Roman cities dolls made of wood or clay and others of wax or ivory have been discovered. Not only did the Roman children have dolls, but they had doll houses with the furniture made of lead, very much like the ones in use nowadays.

In Siberia and in Arctic America ivory dolls clothed in furs of beautiful workmanship are to be found. From Peruvian graves many gayly dressed dolls of clay have been dug up, while the girls of Africa play with rude figures, some made of clay, others cut roughly out of wood.—Playthings.

New Idea in Writing Paper.

A new writing paper which shows the fine watermarked lines in the texture of the paper, running either perpendicularly or horizontally on the sheet, is being placed on the market by the Eaton Crane & Pike Co. It is made in three shades, grey, tan and violet, in all the fashionable shapes.

The makers claim for the new paper that it is in no way bizarre nor contrary to good taste and that besides being a paper of attractiveness it takes the pen well.

Writing Papers De Luxe Quality

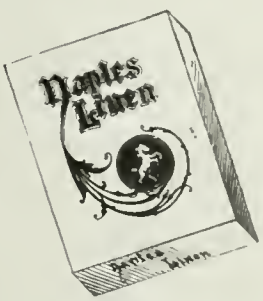
THE up-to-date dealer knows that there are fashions in writing papers and in no other line is Dame Fashion more whimsical or exacting.

¶ Our "De Luxe" papers are the most comprehensive and exclusive line of note papers shown anywhere. Among the 20 different selections are to be found new creations, Twill Finish, Plaid, Clover Leaf, and other popular styles representing the acme of the paper maker's art, "De Luxe" papers are most artistically packaged in separate and papeterie (envelopes and paper in one box) form.

¶ To keep abreast of the present day demands, Mr. Dealer, you must investigate this line—in your entire stock you have no better opportunity of securing exclusive and fashionably correct goods.

Samples Mailed on Request

Warwick Bros. & Rutter, Limited
Toronto



Photography

Every Druggist should subscribe to "Art & Photography," the only photographic Journal in Canada.

Send for sample copy.

We will pay you 25 per cent on all subscriptions you send us.

Send your name and address and we will send sample copies and advertising matter.

"Art & Photography" is a monthly journal published in the interest of the Professional and Amateur Photographers of Canada. Our aim is to provide an interesting and instructive monthly, which will be of some assistance to photographers, both amateur and professional.

We invite our readers to send in their prints for criticism and if they are worthy of publication, we shall be pleased to reproduce them.

A Reducer of Bromides.

An ounce of strong or fresh chloride of lime or bleaching powder is stirred in water and the solution filtered.

The bath so obtained will not only reduce intense bromide prints, but will leave no stain, as sometimes happens when ferricyanide and hypo are used as a reducer. More than this, the chloride of lime will tend to clear any coloration of the whites of the picture; indeed, it will impart more contrast.

For certain subjects and effects this may be desirable, but one must use care if not desired, by not unduly prolonging the action of the lime. A thorough washing is necessary after the reduction has been effected. The same solution is also recommended for taking out the yellow tint from platinum prints—that is, the stain produced by presence of the iron salt in the paper. For this purpose the bath may be made more energetic by the addition of one dram of hydrochloric acid to each 16 ounces of solution of chloride of lime. There is no danger of attack upon the platinum deposit by prolonged immersion.

The Eyes in Flashlight Portraits.

The room in which a flashlight portrait is taken should always be as brightly illuminated as possible; not with the idea of helping the exposure, as the ordinary means of artificial illumination will do little in that direction, but that the sitter's expression may be a natural one. In a poor light the pupils of the eyes are much larger than they are in a strong light, and the flash is so rapid that they have no time to contract. The result is that if the room is not well lit, the eyes look unnatural and staring.

Spoiled P.O.P.

When p.o.p. has been kept so long that it has become badly discolored and is no longer any use for printing purposes, instead of throwing it away it should be kept for protecting other p.o.p. from similar deterioration. A very little observation will show that it is the outside sheets in a packet which spoil the soonest; and so, if a packet has been opened and a few pieces used, if a spoiled sheet is put each side of the rest, separating it from the cardboard, and the lot is kept pressed flat, it will keep much longer than if it is just left lying loose.

A Tripod Note.

If I were buying a new tripod, I should most certainly get one in which the legs were locked into the head or turn-table, so that the whole outfit could be carried over the shoulder without the legs becoming unfastened, as is sure to happen if they are only sprung into position. In the well-known "Ashford" pattern, they are locked; but in most of the light modern constructions they are not. Brass struts can be fixed across the top of each leg to prevent it becoming loose unless it is deliberately unfastened; but it is certainly strange that manufacturers do not seem to be more alive to the desirability of supplying such struts in the first instance. It is because tripods are going out?—G. Thorp.

PARFUM MARY GARDEN
V. RIGAUD, Paris

I find the odor exquisite, and will be charmed to have it called by my name — Very sincerely Mary Garden

Extract,
Toilet Water,
Powder,
Soap, Sachet, etc.

The Perfume, like the lady herself, is a general favorite

Mary Garden Perfume, in ¼ Litres . . . $10.00 bottle
Retails for $2.50 oz.

Mary Garden Face Powder . . . . . 24.00 dozen
Retails for $3.50 box.

Mary Garden Soap . . . . . 24.00 dozen
Retails for $3 50 cake.

Mary Garden Toilet Water & Face Lotion 22.80 doz
Retails for $3.25 bottle.

NEVER BEFORE HAS A PERFUME BECOME SO QUICKLY POPULAR

Order from your Wholesaler at once.

"MARY GARDEN" is copyrighted in Canada by Maison Rigaud, Paris. Infringements will be vigorously prosecuted.

J. PALMER & SON, LIMITED

SPECIALISTS IN HIGH GRADE TOILET GOODS

5, 7, 9 and 11 DeBresoles Street, MONTREAL

The sole Canadian agents for MAISON RIGAUD, PARIS, and also sole agents for the following:

A. & F. Pears Limited, London—The Makers of Pears' Soap.
E. Dupont & Co., Paris—The largest and best Toilet Brush Makers in the world.
J. & E. Atkinson Ltd., London—Makers of the new up-to-date Perfume series, "Poinsetta."—the perfume with a story to it.
V. Rigaud, Paris—Makers of famous "Mary Garden" and other perfumes.
Lentheric, Paris— " " "Dame en Noir" perfumes, etc.
Parfumerie Panafieu—Makers of Fards, etc.
Daggett & Ramsdell, New York—Makers of the well-known D. & R. perfect Cold Cream.
Florendine Mfg. Co., New York—Makers of Lustr-ite Nail Preparations (used by 90% of the leading Manicurists of America).
Scheffler's Hair Colerine.
Maison Broux, Paris—Hair Dyes.
Imperial Chemical Manufacturing Co.—Hair Dyes.
Papier Poudre Ltd., London—Makers and originators of powdered paper.
National Perfume Co., New York.—Catchy up-to-date Talcum Powders, etc.
The British Chamois Co.—Washable Chamois Leathers.
F. Wolff & Sohn, Karlsruhe—Makers of Kaloderma and other Toilet Preparations.
Roure Bertrand's—Olive Oil.
Michelsen's Bay Rum.

Proprietors of The Regal Perfumery Co.
Makers of the very popular Perfumes "Brise Charmante" and "Jack Rose"

Photographic Notes.

By a Pharmaceutical Camerist in Chemist and Druggist

ACID BISULPHITE LYE.

Is an ingredient in some of the formulae issued by Lumiere. When acid bisulphite lye is not obtainable, states Photography, the equivalent may be made by dissolving 10 ounces of sodium sulphite in 20 ounces of warm water. When cool, 1¾ ounces of pure sulphuric acid is added. The resultant solution will contain an amount of acid bisulphite corresponding to 11 fluid ounces of acid bisulphite lye. In other words, one will have to use this solution at the rate of 2 ounces for every ounce called for of the acid bisulphite lye of the formula.

SULPHOCYANIDE INTENSIFIER

Mr. J. B. B. Wellington, President of the Photographic Convention, read a paper at the Portsmouth meeting, in which he gave a new formula for an intensifier or dry-plates. The film is first hardened by immersion in a formalin bath (formalin 1, water 10) for five minutes, rinsed, and placed for exactly one minute in either of the following, the bichromate being recommended by preference :

1.—Potassium ferricyanide..... ....20 grains
Potassium bromide..... ....20 grains
Water..... ....20 ounces

2.—Potassium bichromate..... .... 1 grain
Potassium bromide..... ....20 grains
Hydrochloric acid..... ....60 minims
Water..... ....20 ounces

The negative is rinsed and then placed in the intensifying solution. The latter is made up in the form of two stock solutions, which will keep good for years :

A.—Silver nitrate..... ....800 grains
Distilled water to make..... 20 ounces

B.—Potassium sulphocyanide..... .....1400 grains
Sodium hyposulphite.....1400 grains
Water to make..... ..... 20 ounces

To ½ ounce B add ½ ounce A and stir vigorously, add 1 drachm of 10 per cent. pyro solution preserved with sulphite, and 2 drachms of ammonia (10 per cent.) This is poured over the negative, and as soon as sufficient density is acquired it is transferred to an acid fixing-bath until the slight pyro stain is removed and the negative finally washed, using a tuft of cotton-wool to remove any surface deposit which may have formed.

FILM-STRIPPING.

The following method of stripping the film from a negative was first published by Mr. J. Sterry in Photography, and has been found by other workers to be quite satisfactory. The film must not be washed before stripping. The plate is immersed for half an hour in a stock solution composed of 1 ounce of a 50 per cent. solution of potassium carbonate, ½ ounce of glycerin, ½ ounce of strong commercial formalin (10 per cent.) and 25 ounces of water. It is then drained for a few minutes, and the surface moisture is wiped off with an old cambric cloth in the form of a pad. The plate is then allowed to dry slowly, and when quite dry the film is cut through with a sharp knife all round, at about ½ inch from the edge, when it will peel off quite easily.

SOLUTION FOR STRIPPING NEGATIVES.

The following solution is recommended for removing the film from glass negatives : Hydrofluoric acid, ½ fl. oz. ; citric acid, ½ oz.: glycerin, ½ fl. oz.; acetic acid, 2 fl. oz.; water, to 20 fl. oz. Soak the negative in this solution, and as soon as the film begins to lift at the corners, transfer to a dish of clean water, and allow it to expand, and then slip another glass under it and lift out. If the enlargement of the film is not desired, soak the film in equal parts of spirit and water until reduced to normal size ; then float on to the new support.—Amat Photog. and Photo News.

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Excise Drawback on Export Orders

ROBINSON'S ORIGINAL

Concentrated Waters

Standardised to B. P., 1898

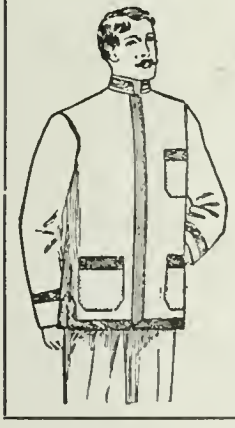
When diluted in the proportion of one part to forty parts of water at 60° temperature, they faithfully represent the Medicated Waters of the British Pharmacopœia. They are always of uniform strength, and will keep good any length of time in any climate.

Aqua Amygd, Amar Conc. (U.S.)	96c per lb	Aqua Fenicnli Conc.	96c per
" Anethi, Concent	96c "	" Menth. Pip. Conc.	96c "
" Anisi, "	96c "	" " Aug "	$1 44 "
" Camphoræ,"	96c "	" " Virid "	96c "
" Carui, "	96c "	" Pimentæ " "	96c "
" Cinnam. Ver. Conc.	$1.44 "	" Pulegii " "	96c "
" Cassiæ Conc.	96c "	" Rosmarini " "	9c c "
" Flor Aurant.	$2.04 "	" Rosæ " "	$2.04 "
" " Sambuci Conc.	2 04 "	" " Virgin	2.52 "

The above may be had in ¼ lb., ½ lb. or 1 lb. Bottles and upwards through most of the Wholesale Drug Houses.

SUPERIOR ORANGE WINE (Vin. Aurantii, B. P. 1898)

B. ROBINSON & CO. LIMITED
Distillers and Brewers of British Wines
PENDLETON, MANCHESTER



"Every Coat we turn out a Winner"

Druggists' & Dispensers' Coats

Your personal appearance will be improved by wearing our made-to-measure coats thoroughly shrunk. We have a large variety of styles and strictly washable materials.

Cut shows Style No. 18, made from any material desired

Write for our swatch card showing styles, materials and prices, free upon request. We can fit you by mail very nicely.

Free Delivery in the United States and Canada

Address:
WEISSFELD BROTHERS
115 Nassau St., New York

FOR OVER HALF A CENTURY

BROWN'S BRONCHIAL TROCHES

Have been recognized throughout the world as a staple remedy for hoarseness and coughs.

A preparation of simple medicinal substances held in general esteem in the treatment of throat affections caused by cold or exertion of the vocal organs.

The Troches are effective in disorders of the throat and larynx, and an invaluable aid to speakers and singers for allaying hoarseness and irritation of the throat.

To sufferers from Lung Troubles, Bronchitis and Asthma, they afford great relief. Warranted free from opiates or anything harmful. In boxes only; never sold in bulk

BROWN'S BRONCHIAL TROCHES

Advertising matter sent free to Druggists upon request

John I. Brown & Son, Boston, Mass.

Have you received a copy of

"Art & Photography"?

The only Photographic Journal in Canada.

Send for a copy at once.

$1.00 a year

Why not take Advantage of This Small Space?

It Will Bring You Results

— Write for Particulars —

Canadian Druggist Toronto

A Dark Room Illuminant.

Silver chromate in gelatine is recommended by the "Photographische Wochenblatt" for dark-room illumination. To prepare it the following solutions are made up:

1.—Gelatine..... ....100 grains
Water..... .... 4 ounces
Potassium bichromate..... ..... 20 grains
2.—Silver nitrate..... .... 20 grains
Water..... .... 1 ounce

The gelatine is soaked in the water until soft, dissolved by warming, and then the bichromate is added. No. 2 is then poured in. The emulsion is said to give a deep ruby film, and may be spread on glass in the usual way.

Backing for Orthochromatic Plates.

Orthochromatic plates should have a black and not a red or brown backing, and an excellent substance for the purpose is to be found in ordinary stencil ink, sold in cakes, for stencilling on packing cases. A stencil brush serves well to apply it.

Canadian Kodak Company's Exhibit at the Exhibition

A New Toning Formula.

The toning bath for p.o.p. given below has been worked out by Professor Namias. It is applied after washing, in the ordinary way, and is said to give a very rich tone.

Ammonium sulphocyanide... .....180 grains
Water..... .... 1 pint
Tartaric acid..... .... 18 grains
Common salt..... .... 45 grains
Gold chloride..... .... 3 grains

Toning Bromide Prints Blue

A good bromide or gaslight print, after fixing and washing, can be toned to a bright blue, or to any color intermediate between black and bright blue, by immersing it, for a longer or shorter time as the case may be, in a toning bath composed of the following:

Ammonio-citrate of iron..... .... 25 grains
Potassium ferricyanide..... ..... 25 grains
Nitric acid..... .... 1 dram
Water..... .... 10 ounces

The print is left in this bath as long as may seem necessary, and it can then be brightened considerably, if there is any occasion for it, by merely washing it in plain water.

A Formate Toning Bath.

A very good toning bath for p.o.p. can be prepared without the use of sulphocyanide by means of sodium formate. The following formula will be found to work well:

Sodium formate..... .... 30 grains
Sodium bicarbonate..... .... 4 grains
Water..... .... 20 ounces

The print is left in the toning bath as long as may seem necessary. It is then finished by merely washing it in plain water in the usual way.—Photography.

Efficiency, Publicity, Co-Partnership.

By Colonel Charles Arthur Carlisle, South Bend, Ind., in "Judicious Advertising" for February.

Efficiency is the life blood of progress; publicity is the advance guard and co-partnership, the great index that will eventually serve as the arbitrator of peace.

In making this declaration I believe it to be an important fundamental for the advancement of prosperity.

The science of business today and of the future will be built upon it; the welfare and interest of the people, civic, State and national, will depend upon it.

It is the efficiency of man more particularly than that of machinery, that in my judgment must be developed.

The efficiency of admiration reflects the men with brains, refined through the school of experience, who know how to formulate a policy and select the right man to execute it.

The efficiency of production in like manner reflects credit, under the policy of organization, to the department heads who employ the results of science and experience, and develop the spirit of co-partnership — conserving energy, eliminating waste and bringing the finished product through at the lowest minimum of cost, and equal to the highest standard of quality.

There is a place and a work for every man, and the successful department foreman or manager of the future is the one who develops the highest efficiency for every man in his department. It is the brotherhood of love, the spirit of co-partnership and an equitable distribution of profits that will make the policy of administration effective through factory efficiency.

The efficiency of salesmanship reflects the skilled science of the specialist who thoroughly understands his produce and the market and the people who will use it.

Publicity is a great fundamental of successful salesmanship. It attracts trade, it works without fatigue, and even when it seems to be obliterated it still goes on in the brain of man continuously. If it is the work of the expert, the result effective and it will multiply in value if the product and policy back of it is correct.

Queer Uses of Glass.

It would seem that in these days there is no limit to the uses made of glass. Among the most extraordinary may be cited the following:

The bridge spanning the Royal Gorge of the Arkansas river in Colorado. This bridge may be said to be half a mile high, for it reaches from one cliff to the other of thegorge, with a deep chasm beneath it. The floor of this wonderful bridge is made of plate glass, one and a half inches in thickness, set in steel framework.

In Lyons, France, pavements made of glass have been in use for some time. They are constructed of ceramo crystal, ceramic stone or devitrified glass, and are laid in the form of blocks, eight inches square, each block containing sixteen parts in the shape of checkers. It is said that these blocks are so closely fitted together that water cannot pass between them. The whole pavement presents the odd effect of a huge checkerboard. The special advantages claimed for this style of pavement are that it has greater resistance than stone; that it is a poor conductor of cold, ice, accordingly, not forming readily upon it; and, finally, that it is more durable than stone and much cheaper besides affording no place for the lodgment of microbes.

In Germany they manufacture glass telegraph poles, near Frankfort. The glass mass whereof these poles are made is strengthened by interlacing and intertwining with strong wire threads. It is asserted that the glass poles show their superiority over wooden ones by reason of their resistance to the ravages of insects in tropical countries and against the climatic influences of rain, snow and sleet in other countries.—Confectioners' Journal.

To Cut or Not To Cut.

By James Warbasse.

"To cut or not to cut. That is the question.
Whether it is not better in the end
To let the chap who knows not the worth
Have the business at cut-throat prices, or
To take up arms against his competition,
And by opposing cut for cut, end it.
To cut—and by cutting put the other cutter
Out of business—'tis a consummation
Devoutly to be wished. To cut—to dash—
Perchance myself to get it in the neck—
Aye—there's the rub; for when one starts to meet
The other fellow's prices, 'tis like as not
He's up against it good and hard,
To cut and to slash is not to end the confusion
And the many evils the trade is pestered with:
Nay, nay, Pauline; 'tis but the forerunner
Of debt and mortgage, such a course portends.
'Tis well to get the price the goods are worth
And not be bluffed into selling them into what
So-and-so will sell his goods for.
Price cutting doth appear unseemly
And fit only the man who knows not
What his goods are worth, and who, ere long,
By stress of making vain comparison
'Twixt bank account and liabilities,
Will make his exit from the business."

—With Apologies to Hamlet.

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DOUBLE Tieings consist of contrasting colors in fine, soft finished cord. Dressy and smart. The cord is wound side by side and peels off as if one cord. Does not cockle, twist or get you into thinking "nasty words" because it is wound extra tight and comes off only when you call for it. Further, it is wound in an attractive manner—bright red and green for selling, especially as **a Holly Tieing** for **Xmas Packages.** This has the Sea Island one strand beat a mile in its appeal to the customer. The **effect** is what does it. Mighty nifty for an individual tieing for **your store use** in the following colors. :

Purple and Violet
Light Green and Dark Green
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Red and Green

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Should these be sold in your locality in quantity to control — we could not naturally fill an order for that town

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Sick Feeders, 6 kinds, assorted, $1.25 doz.
Sick Feeders, 6 kinds, assorted, larger and better decoration, 1.90 doz.
Sick Feeders, 3 kinds, blue asstd. 2.50 doz.

First two Boxed doz. ; last Boxed half doz.

P.S.—Include your open or repeat orders for Good Store Postals at same time.

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Optical

Changes in Ocular Refraction.*

The possibility of progressive changes (not associated with diseased conditions) taking place in the refraction of the eye was discussed in a previous article. The following experimental investigation leads to definite and novel conclusions on the subject, which are of no little practical importance.

An analysis of the changes of refraction occurring in 550 eyes was made. The eyes were divided into three groups representing age periods at which changes are most likely to occur, namely: patients under 20, between 20 and 45, and over 45. As the study progressed further subgroups seemed desirable and were made. One hundred and fifty-five patients (28 per cent.) came under the first group, 322 (55 per cent.) under the second group, and ninety-two (17 per cent.) under the third group. In 222 over ten years (in many instances more than fifteen years) had elapsed between the first and last refraction tests, in 320 between five and ten years had elapsed. The cases were all from private records. With few exceptions in persons under fifty years of age, all the tests were made under cycloplegia, usually secured by the use of atropin; in between fifty and fifty-five either no cycloplegic or honotropin was used. In most cases the glasses had been worn constantly.

The results showed total H eyes, 389; total M. eyes, 46; total MaM eyes, 66. Eighty per cent. of the eyes tabulated underwent a change either in the static refraction or in the amount of astigmatism.

The cases were analyzed to show: no change in HaH, no change in MaM, no change in Has; no change in MAs, no change in M or H; increase in static refraction M and H; increase in the static refraction with increase or decrease in the astigmatism; decrease in the static refraction with an increase or decrease in the astigmatism; MAs X HAs analysed to show changes occurring in the principal meridians; low-grade ametropia going over into MAs X HAs, and all possible transitional forms; development of astigmatism where no astigmatism had before existed, loss of total astigmatism.

In order to avoid confusion or misunderstanding, in the summary the changes in the static refraction and in the astigmatism in compound astigmatic eyes have been classified according to the nature of the ametropia.

The largest percentage of change in HaH occurred in the group in which there is a decrease in the H, with an increase of As. This took place

*By William Zentmayer, M. D.

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in 51 per cent. of all HaH showing a change in the amount of H or As; and in 30 per cent. of all hyperopic eyes tabulated. The second largest percentage of change occurred in HaH in the group in which there is an increase in the H with a decrease in the As. This took place in 19 per cent. of all HaH eyes showing a change in the amount of H or As; and in 11 per cent. of all hyperopic eyes tabulated. In MaM the largest percentage of change occurred in the group in which there is an increase in the M with an increase in the As. This took place in 41 per cent. of all MaM eyes showing a change in the amount of M or As; and in 24 per cent. of all myopic eyes tabulated. The second largest percentage of change in MaM eyes occurred in the group in which there is an increase in the M, with a decrease of the As. This took place in 26 per cent. of all MaM eyes showing a change in the amount of M or As.

Considering these groups in the sense of a change in the static refraction it will be seen that in eyes with a compound astigmatic ametropia there was an increase in the static refraction with an increase in the astigmatism in 48 per cent.

COMPOUND ASTIGMATISMS.

Fifty-seven per cent. of the changes in HaH occurred between the age period of from 20 to 45 years, 23 per cent. under 20 years, and 20 per cent. over 45 years. In MaM 71 per cent. occurred between 20 and 45, 24 per cent. under 20, and 5 per cent. over 45. While these figures show that far the greatest number of changes occurred in the age period of from 20 to 45 years, they are probably of no significance, as the same preponderance of numbers is seen in this same period in the cases of HaH, which undersent no change. They show, however, that changes in M are of infrequent occurrence after the forty-fifth year, and that they occur in H with much greater frequency, but still with much less frequency than before the forty-fifth year.

Of the total number (297) of HaH 228, or 80 per cent., underwent a change in the relation between the amount of H and the amount of the As; and of the forty-six MaM eyes thirty-five, or 76 per cent. underwent a similar change. This would indicate that there is no greater tendency for MaM to change than there is for HaH to change. Of the twenty-eight cases of MAs X HAs twenty-five, or 89 per cent., underwent a change in relation between the amount of H and M in the principal meridians. Of the thirty-two cases of HAs twenty-nine, or 90 per cent., underwent a change in the refraction of the principal meridians. Of the ten cases of MAs ten, or 100 per cent., underwent a change in the principal meridians.

This shows conclusively that simple and mixed astigmatism are the least stable of the ametropic refractive states. In MAs X HAs the eyes in which there was an increase in the M with a decrease in the H; an increase of the H with a decrease of the M; an increase of the M with an increase of H, and an increase of M with no change in H, were almost evenly divided. Twenty-two eyes with a low compound As or a simple As went over into mixed As and vice versa, nine eyes with MAs X HAs became MaM, HaH, MAs.

Of 126 hyperopic eyes, in patients over 45 years of age, in which the average age at which the final test was made was 53 years, in fifty one, or 40 per cent. there was a decrease in the H; in forty-one or 33 per cent., there was an increase in the H, and in thirty-one, or 27 per cent., there was no change.

Because of these variations from the generally accepted views a second series of fifty-five eyes, in which the average age at which the first test was made was 55 years and the final test 63 years, was analyzed. In 45 per cent. there was an increase in the H, in 27 per cent. there was a decrease, and in 27 per cent. there was no change. Here again we see the eyes in which no increase occurred overbalance those in which an increase occurred. While these figures are insufficient in number to warrant a dogmatic statement, there does not seem to be any greater tendency at these age periods for the H to increase than for it either to remain stationary or decrease.

VARIATION OF SIMPLE HYPEROPIA.

Average amount increase of H equalled ⅜ D. The average amount of decrease in H equalled ⅝ D. In the group showing an increase in H, one eye in which a rather rapid increase of 3D. occurred was omitted, and in the group in which a decrease occurred two eyes, in one of which the change equalled 2 D. and the other 6D., both in the same individual, were omitted, as the change occurred rapidly and it was considered probable that it was due to a pathologic cause. If they be included then the average increase was ½ D. and the average decrease 1 D.

Including the group "H no change" cases of HaH, in which no change whatever took place, and cases of H, in which no change occurred, there were ninety-seven cases, or 25 per cent. of all of the hyperopic eyes tabulated. Of the pure cases of H there were twenty-four, of these four, or 16 per cent., underwent no change, twelve, or 50 per cent., showed an increase, and eight, or 33 per cent., underwent a decrease.

Included in the group "M no change" are the same class eyes as were included under the same heading of H. Of these there were fourteen. Of the pure cases of M there were four. All of the latter underwent an increase.

These figures indicate that H is more stable than M, and that whereas in M there is invariably an increase, in H there may be either an increase or a decrease.

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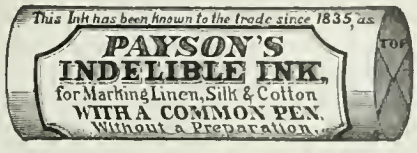

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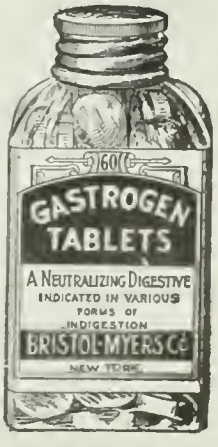

Astigmatism was acquired in thirty-one eyes. In all but one instance the eyes acquiring the astigmatism were hyperopic, or 8 per cent. of the hyperopic eyes. Sixteen, or 51 per cent., of the individuals were under 45 years of age. The average age in this group at which astigmatism was first present was 32 years. In seven, or 44 per cent., the axis of the astigmatism was against the rule; in seven, or 44 per cent., it was with the rule; and in two midway between 90 and 180 degrees.

The average amount of astigmatism equalled a little less than ½ D. In fifteen, or 49 per cent., the individuals were 45 years of age or over. In this group the average age at the time the astigmatism was discovered was 53 years. All the individuals were hyperopic. In thirteen, or 87 per cent., the axis was against the rule. The average amount of As equalled a little less than ½ D. These figures indicate that astigmatism may develop at any decade and occurs with equal frequency in the third as in the fifth decade; and that after the forty-fifth year, in the majority of cases, the axis was against the rule, while before this period the axis was as often with as against the rule.

SPONTANEOUS LOSS OF ASTIGMATISM

The total astigmatism was lost in 44 per cent. of individuals under 45 years of age. In this group, the average age at which the loss was determined was 36 years. All the eyes were hyperopic. In three, or 75 per cent., the astigmatism had been with the rule. In five, or 56 per cent., the individuals were over 45 years of age. In this group the average age at which the loss of astigmatism was discovered was 53 years. All were hyperopic. In three, or 60 per cent., the axis was with the rule, and in two, or 40 per cent., it was against the rule. The average amount of the astigmatism loss was ½ D.

These figures indicate that the total astigmatism probably may be lost in any decade, but that this occurs most frequently in the later decades, and possibly represents a transitional stage to astigmatism against the rule, as in 60 per cent. the axis of the astigmatism which had existed was with the rule.

Of twenty-eight cases of mixed astigmatism, twenty-five, or 89 per cent., underwent a change in one or both elements, and in three, or 11 per cent., no change occurred. There was an increase of M with a decrease of H in six eyes; an increase of H with a decrease of M in seven eyes; an increase in both M and H in six cases; and an increase of M with no change in H in six. The tendency is for both meridians to change, but the most frequent change is for the myopic meridian to increase; and the most frequently associated change was an increase in the hyperopic meridian associated with a decrease in the myopic meridian.

CONCLUSIONS.

1. Ametropia tends to change in degree even when the error is carefully and repeatedly corrected, and the glasses worn constantly.

2. Almost every conceivable change may occur.

3. The tendency is in the direction of an increase in the static refraction with an increase in the astigmatism.

4. In compound hyperopic astigmatism the most frequent change is a decrease of the hyperopia with an increase in the astigmatism.

5. In compound myopic astigmatism the most frequent change is an increase in the myopia with an increase in the astigmatism.

The Issues of the Day.*

By Henry O. A. Huegel, St. Louis.

The weighing of questions of public interest by the individual usually results in a vast difference of opinions which is accounted for by the different interests affected.

We have on national questions the various parties, one of which might for years hold favor with the majority of the people for having made a part of their platform the declaration for a principle which meets with the favor of the majority.

These issues at times affect either favorably or unfavorably certain nationalities, individuals, business enterprises, or the followers of a particular creed, craft or vocation.

It is with the particular interests of the druggist as these hinge upon public issues and also analogical conditions that we have in our ranks, as compared with those connected with public issues in general, that this paper will deal.

Perhaps the questions of greatest import today or rather those we hear most of nationally, are those being discussed daily by the aspirants to the National Presidency.

The Tariff, the Patent Laws, the Pure Food and Drug Laws, the Department of Public Health, Political Patronage, etc.

While the tariff would appear to affect druggists, as such, very little, it perhaps does affect him much more than the average druggist realizes.

A large proportion of the price he pays for some of the stock he carries is caused by the tariff.

Whether the amount of this duty is attached for protection or for revenue might influence the individual to lean to one party or the other.

While of course the public bears the great burden of tariff, the fact remains that there are commodities which from custom have a fixed retail price which causes the burden of tariff on these items to fall totally upon the shoulders of the retailer. The Patent Laws, which have made it possible for a

* Read before Missouri Pharm. Association.

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"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

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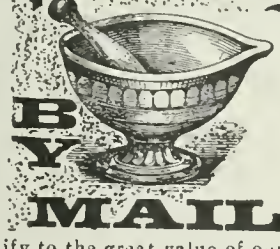

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decision to be rendered declaring it illegal to sell Acetyl-Salicylic Acid when so called, unless the article known as Aspirin is dispensed, are surely of interest to the druggist.

Their applicability also in the protection of prices might tempt us to become interested in having this same power granted with the issuance of a copyright.

The judiciary recall power if given to druggists or to business men as a whole might have caused a different verdict in the decision regarding the old Miles contract.

The Anti-Trust Laws have made it impossible for an association of retail druggists to enforce an agreed price upon the articles they sell. They have, however, not given us competitive prices or competitive profits on cigarettes and tobaccos.

The tripartite agreement could not stand and yet many of the materials we buy have arbitrarily fixed minimum prices. Surely the druggists are interested in this national question, which confronts us at every turn.

Political Patronage—Perhaps in no state are the druggists in so fortunate a position as are we to see the workings of political machinery in matters concerning them.

The delayed appointment of a successor to a member of the Board of Pharmacy is at least amusing to the members of this association. From the standpoint of the beneficiary, however, the condition is not deplorable.

The pure food and drug laws are of course of interest to the druggist, especially the recently proposed modifications and additions which if enacted will revolutionize the exploitation of patent and proprietary medicines, and will of course affect their sale accordingly. Whether this would affect the druggist greatly and in what manner should of course have the attention of the individuals and their associations.

To show the analogies within our ranks to conditions without, it is but necessary to point to the attitude of the various drug journals on these issues referred to.

We have on the one hand supporters of practically all sections of the Richardson bill and on the other hand opponents of practically every provision. Those who claim that modifications of the Pure Food and Drugs Act must be made in order to properly protect the public, and those who maintain that the present law will suffice.

Truly the organizations of national scope are busy these days in the defence of their interests, and none perhaps are so thoroughly alive to the situation as are the representatives of the druggists.

Bills drawn up at the instance of our organizations, that deal with such important matters as the Sherman Anti-Trust Law, are ready to be presented to Congress.

Special hearings on matters of import to druggists are being granted by Congressional committees

The situation has become such that for best results we should look within and about our own ranks and differentiate between those who are sincerely striving for the best interests of pharmacy and those who might be classed with the public wire pullers, petty politicians and ward heelers.

We can see that the lethargy which has always been manifest among the public voters is also very evident among the rank and file of druggists.

The influence of a writer is felt. A tirade by an influenced journal against healthy legislation or a worthy movement in Pharmacy is followed by antagonism by some of those whose efforts should be in a different direction.

Just as the nation has its parties so has Pharmacy her divisions. As the nation has its Washingtons, its Jeffersons, its Garfields and Lincolns, so has Pharmacy her beknighted leaders.

As the nation, the states, and municipalities have their Arnolds, their Money-God politicians and ward heelers, so has Pharmacy her crooks, her traitors, and tools.

The great issue of the day when pharmacy is fighting for her rights, for protection from cut rates, for just drug laws, for honest labels and for the propaganda, is that which makes for protection of its own followers from those who while posing as friends would for private gain mislead, misrepresent and betray.

Pinex ads—and more of them than ever—foretell the approach of the sterner seasons of the year. Indeed, along with the autumn leaf and the "last rose of summer," the start of the Pinex ads upon their season's run is getting to be one of the amateur prophet's sure signs.

One thing about Pinex is certain—its makers are most persistent advertisers. From the season's dawn until its close, and as regular as the ticking of the clock, Pinex ads appear in the newspapers of the United States and Canada. This year, in addition, Pinex is invading the markets of Europe and South America, and with it, telling its message in many strange tongues, goes the persistent Pinex ad.

It may be news to many of our readers that the Pinex Co. has never employed a salesman. The sale of Pinex has been attained through Pinex itself and through the persistent wide-spread and ever increasing advertising. To-day the sale of Pinex extends to every section of the world, and factories are operated at Fort Wayne, Ind., Toronto, Ontario, and London, England.

Many of our readers will be interested in the quantity discounts on Pinex. Any store that sells 6 dozen or 12 dozen Pinex in a season might just as well consider the substantial extra profit which can be made on this well-known staple article.

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

Their Reputation -- based on their Superb Quality--sells

Cowan's

MAPLE BUDS

CREAM BARS

AND

CHOCOLATE CONFECTIONS

with a steady briskness that is most satisfactory to the dealer.

A well arranged display of the full "Cowan" line would catch many a dollar for you.

The Cowan Co., Limited

TORONTO, CANADA

HORLICK'S MALTED MILK

is pure full cream milk, combined with the extract of malted grains, and is manufactured by

Horlick's Malted Milk Co.

at Racine, Wisconsin, with the scientific methods, apparatus and sanitary precautions, resulting from their experience of over a third of a century.

A delicious, nourishing Food-Drink that is distinctive and inimitable. Reliable—Uniform. Endorsed by the medical profession and the public for over 25 years.

Advertising material for Cold Soda Fountains free and prepaid upon request.

GILMOUR BROS. & CO.

Sole Agents for Canada

25 St. Peter St. Montreal, P.Q.

The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

PROFITABLE SIDE LINES

SEND FOR OUR 800 PAGE CATALOGUE

The OSKAMP-NOLTING Co.

411-413-415 Elm St.

CINCINNATI, OHIO

Make Money Selling

the strongest line of the most palatable and effective Lozenges, and well known to the public.

London Hospital Throat Lozenges

(Formulæ of Sir Morrell Mackenzie)

English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per jar 90c.) In lots of 16 jars, $12 80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

English Peppermint Lozenges — Licorice Gum Drops

Ex. Strong Wintergreen Lozenges — Lemon Gum Drops

Pine Tree Tar Gum Drops

English Mint and Licorice Jujubes

Put up in 5c packages.

When ordering from your Jobber be sure to specify Roworth's.

Guaranteed under the Pure Food and Drugs Act. Serial number 1023.

The Roworth Mfg. Co., 85 Maiden Lane, New York

Write for Price List. F. O. B., N.Y. Strictly Pure

These goods can be had from any of your jobbers

Ridding Central Market of Germ Spreading Flies.

Efforts recently put forth by Dr. Roberts, medical health officer, concerning the fly nuisance at the central market, have had good effect, and it is pleasing to note there is vast improvement in the condition of affairs at this place.

The attention of the health department was directed some time ago to the necessity of remedying certain things on sanitary grounds and that if this was not done, not only would the general health be endangered, but the butchers themselves would be seriously affected in the natural falling off of trade when citizens learned the facts about the market.

PADS DO THE TRICK.

One of the things that has assisted the butchers in their clean-up efforts was the introduction by the Wilson Fly Pad Company of its pads in the various meat stalls of the market. Representatives of the company called on the butchers and pointed out to them the advantages of using the pads. They were given a trial and have proven so satisfactory that their continued use is assured. In conversation this morning with several of the market stall butchers the Spectator was informed that the mode of using the Wilson pad has been to place the pads on the counters after closing hours in the afternoon. When they open for business next morning they say dead flies are so thick they can gather them up by the peck. This is followed up every day, and a stroll through the market this morning finds a vastly improved condition to that of a week ago. In addition to using the Wilson pads, many of the butchers have installed electric fans, which assist largely in keeping flies from the meat. Notices have also been placed in front of every stall, requesting customers to please not handle the meat. All these improved conditions have resulted from the action of the health officers, who recently took aggressive steps to clean things up at the central market, after the Spectator directed attention to the necessity of such a move.—Hamilton Spectator.

Co-Operation.

The failure of co-operation lies not in the co-operation itself; it lies in the individual. And the individual is learning to co-operate by doing it; in government, in church, in secret societies, in unions, in trusts, in business relations, and most of all family relations. The gist of co-operation is this: To have a common cause, and then to work the other fellow's way when he won't work yours. The best co-operator is the man who can get the most pleasure out of doing things in the other fellow's way. The won't play fellow is no co-operator. He is an untutored savage.—Elizabeth Town.

Troubles of Our Brothers in Korea.

From the Western Druggist.

The druggists of Korea are no exception from what is apparently the universal rule. They, too, have their troubles. Always willing to do what we can for the suffering craft in any part of the world, we reprint their plaint as it appears in The Oriental Physician and Druggist, of Tokyo, carefully refraining from making any change in orthography or phraseology, lest it make their situation appear less grievous than it really is:

Many criticisms occur against the act regulating the business of a druggist in Korea which was gazetted on March 28th, and is to be carried out from July 1st. Especially Articles 5 and 6, which have a relation to medicines on sale will embarass the druggists in Korea and Home, for they will not be able to sale a medicine though they have already permission of Home Office to sale it, unless they get a permit in Korea by reporting again its preparation, quality, quantity, effect, use, price, etc.

It is clear that by the act the future of the business will be disadvantageous. Mr. Y. Yamagishi and Mr. T. Arai who arrived Tokyo on 20th of last month, were sent out from Korean Druggists' Association and conferred about the act with the conferrers in Osaka on the way to Tokyo. The actual facts in Korea being known, a special meeting was held in Ikenoo, Tokyo, on 29th of last month, where Mr. K. Yamasaki, the chairman, and many other members were presented, and confered about the future of their business.

On coming of Mr. Morishita and Mr. Y. Yamada from Osaka on 1st instant, a great meeting was held again and Mr. K. Yamasaki and Mr. J. Tsumura were elected to be sent out to Korea.

Mr. S. Kasai and other eight men in Tokyo, and Mr. H. Morishita and other five men in Osaka, who were elected as the committees of Investigation, began to make interest with the government.

Thus Mr. H. Morishita and other four committees appeared at Home Office, and met Dr. Tokonami, the Vice-Minister, and Mr. Kobashi, the Director of the Board of Health: stating that Korean Medical Act will prevent the development of export medicines and be contradictory to their encouragement, they acquired their sympathy.

Further they called on Mr. Egi at the Bureau of Colonization and had his consent to communicate their statement to Korean Government, whose answer they obtained after a while, and they stopped their action for a time.

The man who lives beyond his means pays for it, if not in cash.

Theratical Supplies, 1912

——We are Canadian Agents for——

HESS THEATRICAL GOODS

and carry in stock a complete list of their goods at lately reduced prices. We also carry:

STEINS { Burnt Cork, Grease Paints, Liners, Assorted Boxes

LYMAN'S COMPLEXION CREAM--Violet and Rose
LYMAN'S WITCH HAZEL CREAM
LYMAN'S LYMADERMA
LYMAN'S CAMPHOR CREAM
LYMAN'S THEATRICAL COLD CREAM--put up in 1-2 lb. and 1 lb. Tins
LYMAN'S { Crushed Rose, Crushed Violet } **TALCUM POWDER**

——Order above now and be prepared for the demand——

The Lyman Bros. & Co. Limited, Toronto

The Agfa Book
—OF—
"Photographic Formulae"

The Agfa Book
—OF—
"Photography by Flash Light"

Send 10c in coin or stamps and a label from any Agfa chemical package to secure one of these books for your photographic friend or yourself.

HUPFELD, LUDECKING & CO
1 and 3 St. Helen Street Montreal

VENUS REJUVENATOR

Home Massager Beautifier

Auto-Positive Vacuum Apparatus Operated on the Water Faucet One Trial Convinces
Patented Guaranteed

Cures Rheumatism, Indigestion, Bruises, Sprains, Stops Falling Hair Eradicates Blackheads, Pimples, Wrinkles. A Creator of Proper Blood Circulation.

Write for booklet and wholesale prices. Large profits. Machines recommends itself.

FRANK BAUSCH COMPANY
16 Dalhousie St., Toronto. Phone Main 1552

Trade Notes

QUEBEC

Dr. J. O. Poitras, druggist at Montreal, Que died recently.

NEW BRUNSWICK.

R. W. George has closed his drug business at St Mary's N. B.

NOVA SCOTIA.

Dr. McKenzie, of Halifax, N. S., suffered a loss by fire in September.

ALBERTA.

Mr. Johnson has opened a drug business at Hanna, Alta.

W. H. Libet has purchased the drug business of the estate of J. D. McCostie, Grassy Lake, Alta.

SASKATCHEWAN.

L. G. Gilmore is starting a drug and stationery business at Moosejaw, Sask.

R. G. Scott is starting a drug business at Wakaw Sask.

Kenny & Trenholme, druggists at Shellbrook, Sask., have been succeeded by Hopkins & Trenholme.

C. E. Tran has opened the Kamsack Pharmacy at Kamsack, Sask.

Tyvan Drug Co. have purchased the drug business of Dr. Barrett, at Osage, Sask.

BRITISH COLUMBIA.

Merryfield & Dack have opened a branch drug store, corner Foul and Oak Bay Aves., Victoria, B. C.

J. R. Campbell has sold his drug business at Fort George, B. C.

E. Mitchell, of Vancouver, is opening a new drug store at Fort Fraser, B. C.

G. T. Cunningham has opened a branch drug store cor. 13th ave. and Granville Sts., Vancouver, B. C.

Brown & Dawson have purchased the Park Drug Pharmacy at Pt. Cochrane, Vancouver, B. C.

Marrett & Grieve have purchased the drug business of Le Patourel & McRae, M., Pleasant, B. C.

The West Burnaby Pharmacy have opened a new store at West Burnaby, B. C.

Brown & Dawson have succeeded to the Park Drive Pharmacy, Vancouver, B. C.

ONTARIO.

G. F. Stayner, druggist at Brockville, Ont., suffered a loss by fire recently.

J. W. Mitchell, druggist at Toronto, Ont., died recently.

C. A. Weaver has purchased the drug business of Brown & Co., Tottenham, Ont.

John D. Christmas has purchased the drug business of H. W. Edmunds, Blenheim, Ont.

Clarke Bros., druggists at Berlin, Ont., have sold their business.

R. E. Reynalds has succeeded to the business of H. F. Morrow, Hamilton, Ont.

T. G. Bole has purchased the drug business of R. M. Roddick, Brantford, Ont.

W. J. Livuard, druggist at Plattsville, Ont., has added the patent medicine business of R. D Ramsey & Co. to his stock.

James Clark, druggist at Renfrew, Ont., died recently.

British Pharmaceutical Conference.

The forty-ninth annual meeting was held in Edinburgh on July 29, and August 1st. Sir Edward Evans, in the course of his address, spoke at length on "The Wholesaler and Scientific Pharmacy." He pointed out the fact that the science of pharmacy had, since the birth of the Pharmacy Act, been the main subject at every conference, thus it had always been essential to appoint as president a man of science.

This year, however, a new departure had been made, and the practice of pharmacy included. Proborigin, and which thus have somewhat replaced the older drugs so familiar to us in our early days. It will please the ladies present to know that these bulletins were all drawn out by a lady, namely Miss Alice Henkel."

It may be interesting for me to read an extract from a letter I received from Mr. True, the physiologist in charge at Washington of this department :—

"In regard to natural fluctuations in active principles between wild and cultivated plants, etc., information is meagre and not altogether consistent. In connection with the work of the department, we are finding no reason to believe that cultivation in general diminishes the active principle in the alkaloid-bearing plants examined. This is probably also true of digitalis. There is probably as much spontaneous variation in chemical properties as in form and size among plants, as we are finding out from study of alkaloid-bearing plants, volatile oil plants, and others. The soil characteristics, we believe, in some cases, are influential in determining the amount of active principle present, and, perhaps, in other cases the latitude is even more important, probably due to the great amount of heat demanded. In general, volatile oil formation is aided by clear, dry weather, and hindered by rain. The matter of care in harvesting and curing is important, we believe, especially in digitalis, and others in which the enzymes are apt to play an important role. Digitalis should be carefully harvested,

promptly and very carefully cured. It is, we believe, desirable to store in light tight containers in a cool place, after being finely powdered. For the production of good digitalis, it seems probable that artificial heat is likely to be very useful. It is almost necessary in some parts of the country, to cure bulky products like red peppers, some roots, &c., if moulding is to be avoided. The inquiries in your letter under this number involve a good many considerations which to discuss fully would carry this reply beyond practicable limits.

"The displacing of natural old fashioned drugs by synthetic preparations is a matter on which my opinion is not very valuable. That such a displacement is going on to a certain extent I believe is true, but we see no reason to anticipate any marked effect within the near future. In other words, we are conducting our drug-growing work on the supposition that it will continue to serve the country for many years. Should it be possible to synthesise active principles now derived from expensive drugs such as golden seal, and at a low enough cost, doubtless the demand for the drug would suffer. I realise that this reply is rather general but the information available is not specific."

EXTENSION OF CULTIVATION AT HOME.

I bring this matter before you as possibly this Conference may think it worthy of consideration that our own Government might form in the Board of Agriculture a department such as exists in the United States to further the growth in this country of herbs, roots, &c., and which the small holdings or allotments might be the channels of carrying into effect.

I would like to point out that the soil of this country seems adaptable for this purpose, as what it does produce is superior to any produced elsewhere, for instance, digitalis, henbane, colchicum, valerian, belladonna, to say nothing of peppermint, lavender, &c.

Although the various matters will be fully alluded to in the paper that is to be read on the subject, I will simply, in a cursory manner, notice what will naturally occur to most of you, that what apparently may seem a small trade or industry, if carefully attended to, in the aggregate constitutes one of considerable value—for instance, cascara sagrada.

It is estimated that the crop of this valuable bark now annually reaches about 1,000 tons. It is, as you are aware, collected almost entirely in the forests of Northern California, Oregon, and part of British Columbia, being obtained from a scrub bush, and some 100,000 or more trees are destroyed annually for the production. The consumption now is almost ahead of the supply; the price, of course, fluctuates according to the state of the labor market, and the distance from the shipping ports where they collect the bark.

Another important industry from the United States is the wahoo bark, from which euonymin is extracted, and still more important the mandrake root for the purpose of making podophyllin.

Then there is hydrastis canadensis the sale of which is so largely on the increase, though not much used in this country, and it has been at such an extraordinary high price that they are now adopting a process of cultivation. Also ginseng, which is, however, not used in this country, but entirely in China.

I could go through a long list of well-known barks, roots, plants, &c., such as bayberry, hamamelis, slippery elm, sassafras, senega, serpentaria, burdock, &c., the condition of which are all on similar lines. As civilisation is covering the country the destruction goes on, and as labour prices rise so must cost; and, of course, the problem that faces dealers, such as the company with which I am connected, is to find out when and where to purchase and the probabilities of the crop, &c., and investigate quality, &c.

THE SALE OF PATENT MEDICINES.

It is at the present time the subject of investigation by a Select Committee, and, therefore it is well to say very little on the subject. It is fraught with very considerable difficulties, and unless carefully watched by the trade, may cause a very grave injustice to it and be very detrimental to the best interests of the community. This I will say without fear of contradiction on the part of anyone here present—what we all dislike is the flooding of the market with certain nostrums, which from the wording of the advertisements, are supposed to be panaceas for all the ills that flesh is heir to, and therefore, can only be designated "quack medicines," and it is this class, I think, to which the Select Committee should give its attention.

A Dangerous Emulsion.

Dr. Lancet calls attention to the fact that an emulsion containing almond mixtures, tincture of squills, wine of ipecac, spirits of nitre will sometimes explode. This is due to the presence of Tannin in the gum used to make the almond mixture. Tannin decomposes the ethyl nitrite, causing the evolution of nitrogen, and although this may take place slowly, when the bottle is corked the liberated gas accumulates and may burst the bottle. Gum accasia of good quality contains no tannin; its solution will not give a dark coloration with ferric chloride.

A piece of leather can now be transformed into a pair of boots in thirty-four minutes, passing through the hands of sixty-three people and fifteen machines.

SELL SEEDS THAT FEED—

SPRATT'S
MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Drug Report.

There have been no startling changes in price during the past month.

Canada Balsam is very scarce and hard to get and consequently high.

Menthol is a little easier. Ergot is very high and likely to go higher.

A.—Balsam Canada	lb.	.85
D.—Bismuth Oxide	oz.	.35
A.—Cardamon Seed, Malabar	lb.	$2.00
A.—Cardamon Seed, Decort	lb.	$2.25
A.—Cardamon Seed, Powder	lb.	$2.30
A.—Ergot	lb.	$2.00
A.—Ergot, Powdered	lb.	$2.25
D.—Menthol	oz.	.70

Cleaning Straw Hats.

(1)

a—Sodium hyposulphite, 10 grams; glycerin, 5 grams; alcohol, 10 grams; water, 75 grams.

b—Citric acid, 2 grams; alcohol, 10 grams; water, 90 grams.

First sponge the straw hat with solution a, and lay aside in a moist room (cellar) for twenty-four hours; then apply solution b and treat similarly as before. Finally the hat shoutd be gone over with a flatiron, not too hot

(2)

A simple method of cleaning straw hats which have become deteriorated by the action of the sun, or have lost their original gloss, follows: At first the dust is brushed off as well as possible. After this the hats or other objects are well brushed with a tooth brush and lemon juice, and then placed in a box or chest which is dark, until perfectly dry. After a short time—a few minutes—finely pulverized sulphur is rubbed in with white flannel cloth. Hats which have been treated in this manner immediately appear fresh again. If there should exist streaks of fat, they should be removed with benzene before the lemon juice is used.

Hats treated in this manner require to be stiffened by the application of a little gum water and pressed on the block with a hot iron to bring them back into shape. If necessary, a waterproof stiffening or varnish may be applied.

(3)

Wash the hat in warm soap liquor, well brushing both inside and out, then rinse in cold water, when the hat will be ready for bleaching. To do this, put a small quantity of salt of sorrel or oxalic acid into a clean pan, and pour onto it sufficient scalding water to cover the hat. Put the hat into this solution, allowing it to remain about five minutes, holding it down, if necessary, with a stick. Dry in the sun or before a clear fire. Or, having first dried the hat, put it together with a saucer of burning sulphur into a box with a tight closing lid. Cover it over to keep in the fumes, and let it remain for a few hours.—Phar. Era.

To Clean Soda Fountain Utensils.

Should you use a copper work board, keep it bright by using the following: Make a saturated solution of oxalic acid, 8 oz. to 1 gallon of water; dip a hand scrub into this, then into powdered pumice stone, and scour, using plenty of water to wash away all poisonous matter; polish off with sapolio; and it will not tarnish. Use the following for cleaning greasy glasses, milk bottles and counters, it is much better and cheaper than soap: Take 2 lbs. washing soda, dissolve in one gallon of water, a small amount is a powerful cleaner. Keep all metal parts, glassware and mirrors bright.

A few cut flowers gives an inviting tone, cost little and look much better than artificial. Use plenty of good attractive advertising, which is furnished so liberally by the makers of soda water supplies; push plain drinks, such as phosphates, root beer, coco cola, on which the most profit is made.—Herman H. Kogel, at Kentucky, Ph. A. Meeting.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale, and will be glad to send — **Full Particulars Upon Request.**

—WRITE US—

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

Agent required, old and well established firm, in a sound financial position, one trading with wholesale and retail chemists preferred, to supply Canadian market with the products of a well known London house of manufacturing chemists, whose goods, are now being largely advertised in Canada. First class London references required. Apply box 31, Canadian Druggist, Toronto, Canada.

FOR SALE.

Drug and stationery business in Ogema, Saskatchewan. Good proposition for live druggist. Stock in good condition. $3,500 for building stock worth about $2,700. Terms, $1,500 cash, balance to suit purchaser. For particulars address box 81, Canadian Druggist, Toronto, Ont.

FOR SALE.

Drug business in Crossfield, Alberta. Stock and fixtures about $1,500. Cash, $1,200, balance arranged. For particulars address box 24, Crossfield, Alta.

DRUG BUSINESS FOR SALE IN TORONTO.

Good paying business on car line. Sales $550 per month. Rent low Good reason for selling. Will pay investigation. Apply "Beacon,"
care Canadian Druggist, Toronto, Ont.

FOR SALE.

Alberta—An opportunity to secure a highly profitable drug business on main line of C.N. Railway. No opposition ; can be greatly increased ; good reasons for selling, expenses low, stock and fixtures about $1700. $900 cash, balance easy. Apply Box "B," care Canadian Druggist, Toronto, Ont.

FOR SALE.

Drug business in Victoria, B.C., established fourteen years. Stock between $6,000 and $7,000. Turnover $15,000 a year, increasing at rate of $3,000 a year ; full prices, light expenses. Leasehold property so arranged that rents of other part of building pays rent of store. Net profits last year $6,500. Owner retiring from drug business. Terms $5,000 cash, balance arranged at 8 per cent. or if satisfactory to buyer will leave some capital in business. Apply to Box 18, care Canadian Druggist, Toronto, Ont.

DOCTOR AND DRUGGIST WANTED.

Get in the ground floor in a new town. Building rapidly. Full particulars on application to Box 24, Edmonton, Alberta.

Waterproofing Labels.

Make a solution of 100 parts of gelatine in 300 parts of acetic acid. To this add 10 parts of glycerin. Then make a solution of 20 parts of potassium bichromate in 200 parts of water. For use, two parts by weight of the gelatine solution are mixed with one of the bichromate solution, and applied in the usual way. When once dried, neither cold nor hot water will dissolve it. The paste is yellow, but a white preparation may be obtained by substituting solution of formaldehyde for the bichromate. The solution should only be mixed immediately before use. The action of light on the mixture renders it insoluble.

"When is the best time to die?" asks the "Lincoln Journal." If it is to be made a matter of choice, we pick the moment just before the slugger on the visiting team makes a home run and brings in the four tallies necessary to win the game.—Denver Republican.

The Value of the Show Window.

Show window advertising is receiving more consideration each day, says the Exchange. The manufacturers are doing their best to get the retailers to display their goods, and are furnishing the finest lithographs and display materials that the advertising world has ever seen. Many manufacturers are publishing booklets, showing the best way to trim a window with their product. They realize the value of show window advertising and know that if the retailers make the proper display of their merchandise their goods will be sold. By co-operating with the manufacturers, the retailer can increase the sales from his windows.

The retailers are becoming aware of the fact that their show windows are the most valuable space in their stores. The passer-by judges the store by its show window. It can do more than newspaper advertising, as it demonstrates the real value of the goods by showing their color and general attractiveness. The merchant can follow up all the great newspaper and magazine advertising campaigns, and can get as much advantage from them as if they were published only for him.

But to get the best results from a window, its contents must tell their story, and tell it quickly and to the point. A simple background which forms a pleasing contrast to the goods displayed, forces itself upon the public eye and receives more consideration than any other form of advertising in use today.

In trimming your window, have consistent combinations, and do not have a conglomerate mass of everything in your store. Try one thing at a time. At this time of year, when many of your patrons are contemplating going away for a time, try an attractive vacation arrangement, using pictures or photographs which will carry the idea.

Let your window be a neat, chatty, cheerful one, one which almost appears to say to the onlooker: "Come in. We have even better things inside," and you will never regret the time you put upon it.

Doubtless True.

A teacher in a Birmingham school was endeavoring to explain the term "booking," as applied to our railway system.

"Now," he was saying, can any of you tell me the name of the officer at which railway tickets are sold?"

"The booking office," replied one of the lads.

"Right," responded the teacher.

At this moment his eye fell on a small boy at the end of the class who was evidently paying very little attention to what was said.

"Did you hear that, Spry?" he demanded.

"Wot, sir?" asked the youth, innocently.

"As I thought, you were not listening. We will suppose our father decided to have a day's holiday and visit the seaside. What would he have to do before he could take his seat in the train?"

Without a moment's thought the youngster electrified his teacher by replying:

"Pawn his tools!"—"London Tit-Bits."

The Snail's Eye.

In the Revue Scientifique, M. Camille Saint Saens contributes some interesting observations upon the blindness of the snail. He tells us that when the snail is moving towards an obstacle it proceeds until it can be reached by the tentacles. It does not turn back, but makes a second reconnaissance with the same effect. This is repeated a third time, and then the snail, convinced of the presence of some obstacle, changes its itinerary. The black point which terminates the tentacle, and which is connected with a long filament, withdraws itself more quickly than does the tentacle itself. It retreats into the organ, soon to reappear. When the snail meets with a gap it extends itself as far as it can beyond its shell, and seems in every sense to be searching for the place of support which it is seeking in inclining as far as possible its tentacles. It only decides to retrace its way when it is convinced of the impossibility of doing likewise. It remains to be explained, M. Saint Saens adds, why the black spot in which the microscope has revealed the complicated structure of an eye is of use only for feeling, and not for vision. It is an organ "en formation ou en regression?" In any case it is an embarassing fact for the theory that there is nothing in nature which is useless.

(Continued from page 720)

Zinc, " Precip., oz.	10	Zinc Oleate, oz.	5	Zinc Sulphate, Pure, lb.	15
" Chlorate, fused, oz.	15	" Oxide, lb.	15	" " C.P., Cryst., lb.	20
" Chloride, fused, oz.	10	" " Pure, lb.	20	" " C.P., Gran., lb.	25
" " Granul., oz.	10	" " Hubbuck's, lb.	60	" " C.P., Dried, lb.	50
" Cyanide, oz.	15	" " Dry process, lb.	25	" Sulphide, pure, oz.	25
" Ferrocyanide, oz.	15	" " Wet process, lb.	75	" Sulphite, oz.	25
" Foil, oz.	10	" Permanganate, oz.	40	" Sulphocarb., oz.	15
" Granulated, lb.	20	" Phosphate,	15	" Sulphydrate, oz.	35
" " free from Arsenic, oz.	6	" Phosphide, oz.	25	" Sulphuratum, oz.	12
" Hypophosphite, oz.	40	" Salicylate, oz.	30	" Tannate, oz.	10
" Iodide, oz.	60	" Stearate, oz.	15	" Valerianate, Pulv., oz.	25
" Lactate, oz.	20	" " Comp. oz.	50	" " Cryst., oz.	30
" Metal, pure, oz.	10	" " with Aristol, oz.	3 00		
" Nitrate, pure, oz.	15	" " with Ichthyol, oz.	80		

Prices Current and Index of New Remedies

Prices given below are actual values for small quantities ruling in the Canadian Market to-day. Quotations are subject to change without notice. Physicians must expect to pay an advance on prices reported, since these values are actually charged to the trade, and do not cover expenses of any kind.

Acetamide, oz.	$ 0 60
Acetone, C. P., lb.	75
" Commercial, lb.	45
Acid, Acetic, B.P., lb.	15
" Acetic, 99½ per cent., lb.	50
" Acetyl Salic., oz.	15
" Arsenious (Arsenic), lb.	15
" " (pure), oz.	10
" " (Red Lump), oz.	05
" Benzoic, from Gum, oz.	25
" Benzoic from Toluol, oz.	10
" Boracic Crystals, lb.	12
" Boracic Pulv., lb.	12
" Butyric, oz.	25
" Cacodylic, 5 grain bot. each	20
" Camphoric, oz.	55
" Capronic, oz.	2 50
" Carbolic, 1 lb. bots.	35
" Carbolic, 5 lb. tins, lb.	30
" Carbolic, 10 lb. tins, lb.	29
" Carbolic, crude, opt., gal.	1 00
" Carbolic, crude, Com'l gal.	75
" Cetraric, 15 grain bot., each	80
" Chloroacetic, oz.	50
" Chromic, Pure Cryst., oz.	10
" " Highly Pure Cryst. oz.	25
" Crysophanic, oz.	55
" Cinnamic, oz.	40
" Citric, lb	50
" Citric, pulv., lb.	52
" Cresylin, oz.	25
" Dichloracetic, oz.	1 00
" Fluoric, 1 lb. bots. each	1 00
" Fluoric, ½ lb bots., each	60
" Fluoric, ¼ lb bots., each,	35
" Fluoric, oz.	10
" Fluoric, C.P., lb.	1 40
" Formic, 1-20 oz.	10
" Fumaric, oz.	3 00
" Gallic, oz.	08
" Glycerino, phosphoric, oz.	60
" Hydriodic, oz.	30
" Hydrobromic, lb.	35
" Hydro-Silico Fluoric	3 10
" Hypophosphorus, oz.	50
" Iodic, oz.	1 00
" Lactic, Concent'd, oz.	10
" Mallic, oz.	1 50
" Meconic, oz.	2 00
" Molybdic, pure, oz.	20
" " extra pure	40
" Monochlor, acetic, oz.	30
" Muriatic, Com'l, lb.	06
" Muriatic, C.P., lb.	20
" Nitric, Com'l, lb.	21
" Nitric, C.P., 1 lb.	25
" Nitrous, lb.	30
" Oleic, oz.	05
" Osmic, 1 gramme tubes, each	3 00
" Oxalic, lb.	12
" Oxalic, Pulv., lb.	15
" Oxalic, C.P., lb.	50
" Perchloric, oz.	50
" Perosmic, ½ grn. tubes, each	1 50
" Phosphoric, Concent., 1500, lb.	45
" Phosphoric, Dil., lb.	16
" Phosphoric, Glacial, oz.	10
" Phosphoric, Syrupy, 1750, lb.	50
" Phosphorus, 1.12, oz	25
" Picric, lb.	96
Acid, Prussic, g.s., bots., doz.	1 25
" Pyrogallic, Merck's, oz.	25
" Pyrogallic, Schering's oz.	32
" Pyroligneous, lb.	12
" Salicylic, lb.	5
" Salicylic, natural, oz.	0
" Soda Phosphate, oz.	15
" Silicic, natural, oz.	20
" Silicic, wet, process dried, oz.	25
" Succinic, oz.	1 40
" Sulphanilic, oz.	45
" Sulph. Aromat, lb.	65
" Sulphocarbolic, oz.	10
" Sulphor sicinic, oz.	50
" Sulpho. sicinic, oz.	50
" Sulph, Com'l, lb.	06
" Sulph, C.P., lb.	20
" Sulpho—Oleic, oz.	3 50
" Sulphurous, lb.	15
" Stearic, oz.	35
" Tannic, lb.	85
" Tartaric, Cryst., lb.	36
" Tartaric, pulv., lb.,	37
" Tartaric, C.P., Cryst., lb.	85
" Tartaric, C.P., pulv., lb.	90
" Titanic, one-eighth oz. for	25
" Trichlorlactic, oz.	2 00
" Trichloracetic, oz.,	35
" Tungstic, oz.	65
" Uric, oz.	60
" Valerianic, oz.	25
Aconi, 1 gramme each	50
Aconitine, Pure Amorph., grain	40
" Indian Powder, oz.	2 00
" Tablets, ⅓ gr. bot. of 25, each	1 00
Adeps Lanae, Hydrous, lb.	30
Adurol, 25 gramme packets, each	75
Agathin, oz.	3 00
Airol, oz.,	1 00
Albumen, from egg, oz.	15
Albumen, from blood, oz.	10
Alcohol, gal.	4 90
" Absolute, pmt.	1 35
" Allylic, oz.	80
" Amylic, C.P., lb.	1 50
" Benzylic, Iso., oz.	80
" Butylic, Iso., lb.	1 5
" Columbian, Spt., gal.	2 65
" Ethylic, Deodor, lb.	1 25
" Methylic, C.P., lb.	1 20
" Methylated, gal.	1 25
" Wood, gal.	1 10
Aldehyde, oz.	20
Alkannin, oz.,	60
Almonds, bitter, lb.	60
Almond Meal, lb.	50
Aloin, oz.	1
Aloin, oz., pure	30
Alum, lb.	3
" Ammoniated, lb.	25
" Chrome, lb.	20
" Potash, lb.	30
" Pulv., lb.	4
Aluminium, coarse powder, oz.	25
" Acetate, oz.	15
" Acetotartrate, oz.	20
" Bromide, oz.	40
" Chloride, pure, oz.	20
" Hydrate, pure, oz.	30
" Metal, oz.	15
" Nitrate, pure, oz.	15
" Oxide, pure, oz.	50
" Salicylate, oz.	50
" Sulphate, pure, oz.	15
" Tartrate, oz.	20
Alumnol, 25 grammes, each	40
Alypin, 16 gr. bot., each	25
Amalgam, cu Sode, 10 per cent., lb	3 35
Ambergris, gr.	12
Amidol, oz.	70
Ammonal, oz.	1 50
Ammonium, acetate, oz.	15
" Arseniate, oz.	30
" Benzoate, oz.	15
" Bichromate,	12
" Borate, oz.	20
" Bicarbonate, oz.,	15
" Bisulphite, oz.	25
" Bromide, lb.	73
" Bifluoride, oz.	35
" Carbonate, lb.	16
" C.P., Howard's, lb.	60
" C.P., Merck's, lb.	50
" Carbonate, Powd., lb.	16
" Fluoride, oz.	25
" Glycerophosphate, oz.	50
" Hypophosphite, oz.	30
" Hydrosulphite, oz.	25
" Hypophosphite, oz.	30
" Iodide, oz.	45
" Liquor, fort, lb.	12
" Molybdate, oz.	40
" Muriate, Lump, lb.	14
" " Gran., lb.	12
" " C.P., lb.	20
" Nitrate, Com'l, lb.	40
" Nitrate, C.P., oz.	10
" Nitrite, oz.	20
" Oxalate, oz.	10
" Persulphate, oz.	20
" Phosphate, pure, oz.	10
" Phosphate, extra pure, oz.	10
" Picrate, oz.	25
" Salicylate, oz.	25
" Sesquichlor Solution, oz.	20
" " Soluble, oz.	65
" " Sublimed	1 00
" " Succinate, oz.	40
" " Sulphate, Com'l, lb.	8
" " Pure, oz.	10
" Succinate, oz.	50
" Sulphate, oz.	10
" Sulphide (solution), lb.	55
" Sulphide, Pure Cryst., oz.	65
" Sulphite, oz.	15
" Sulphocarbolate, oz.	25
" Sulphocyanide, oz.	10
" Sulphurated, oz.	1 25
" Tartrate, neutral, oz.	30
" Thio-cyonate, pure, oz.	10
" Valerianate, oz.	30
" Vandate, oz.	1 50
Amyl, Acetate Oxide, oz.	10
" Butyrate, oz.	25
" Formate, oz.	25
" Nitrate, oz.	25
" Nitrite, oz.	25
" Valerianic, oz.	20
Amylene, Hydrate, oz.	80
Anacsthesin, 25 grm. pkgs., each	1 65
Analgen, 25 grammes for	2 00
Anemonine, for 1 grain tube	40
Anethol, oz.	80
Aniline, pure, oz.	15
" Chloride, oz.	20
" Sulphate, oz.	20
Anisol, oz.	1 25
Anthracene, purified, oz.	30
Anthrarobin, oz.	70
Antifebrine, lb.	50
Antikamnia, oz.	1 40
" Vest pocket box, doz.	2 00
Antimony, metal, oz.	10
" Pulv., pure, lb.	28
" Pulv., com., lb.	15
" Arsenate, oz.	40
" Chloride, oz.	25

Antimony, Liver (crocus) lb.	25
" Oxysulph (Sulph. Precid.) lb.	55
" Oxide White (Acid Antimonic) oz	15
" Sulphate, oz.	25
" Sulphide, Black, lb.	50
" " (Golden), oz.	12
" Tart. Pulv. (Tartar Emetic)lb	40
Antinosin, oz.	2 25
Antipyrine, Knorrs, oz.	45
" Salicylate, oz.	30
Antisposmine, 15 grm. bots., each.	80
Antitoxine, Neuralgic, oz.	1 25
Antithyreodine, bots. 10 c. c. each	2 20
Apiol, Green, oz.	50
Apocodeine, Hydrochlor, 1 gr. bots. each	25
Apolysine, oz.	90
Apomorphia, Muriate, ⅛ oz.	2 00
Arbutin, Crystals, oz.	1 50
Areca, Nuts, lb.	25
" Nuts, Pulv., lb.	35
Arecoline, Hydrobrom. 15 gr. bot. ea.	1 25
Argentamine, oz.	85
Argentum Crude (Collargolum) oz.	3 50
Argonine, oz.	90
Argyrol,	2 10
Aristochin (Bayers)	3 25
Aristol, (Bayers), oz.	2 10
Arrowroot, Bermuda, lb.	68
" Com., lb.	20
Arsenic, Metal, oz.	15
" Bromide, oz.	30
" Chloride, oz.	40
" Iodide, oz	45
" Sulphide, Red (Realgar), oz.	12
Asaprol, oz.	2 00
Aseptol, oz.	25
Ashes, Pearl, lb.	12
" Pot. lb.	15
Asparagin, ⅛ oz. each	20
Asphaltum, lb.	13
Aspirin, oz.	50
Atophan, Powder, 25 gms., ea.	1 50
" Tablets, tubes of 20, each	50
Atropia, Pure, oz.	7 50
" Sulphate, ⅛th, each	1 00
" Valerianate, ⅛th, each	1 60
" Methylbromide, 15 gr. tube, ea.	1 00
Atoxyl, oz.	3 75
Balsam, Canada, lb.	85
" Copaiba, Eng., lb.	90
" Copaiba, Amer., lb.	75
" Peru, oz.	25
" Sulphur, lb.	30
" Tolu, oz.	10
Bark, Ash, Prickly, lb.	85
" Angustura, lb.	75
" Bayberry, lb.	25
" Canella, lb.	25
" Cascara, lb.	20
" Cascarilla, lb.	30
" Cherry, Black, lb.	15
" Coto, lb.,	1 40
" Cotton Root, lb.	20
" Condurango, lb.	65
" Elm, lb.	25
" Hemlock, lb.	10
" Mezereon, lb.	40
" Peruvian, Red, lb.	40
" Peruvian, Yellow, lb.	20
" Pomegranate, lb.	45
" Poplar, lb.	13
" Sassafras, lb.	25
" Soap, lb.	14
" Tamarac, lb.	15
" Wahoo, lb.	35
" Witch Hazel,	15
" White Pine, lb.	12
Barium, Acetate, oz.	10
" Bromide, oz.	20
" Carbonate, pure, lb.	50
" Carbonate, C.P., lb.	75
" Chlorate, oz.	20

Barium, Hydrate, oz.	18
" Chloride, Com'l, lb.	20
" Chloride, Pure, lb.	10
" Hypophos, oz.	30
" Metal, 2 c c. tubes, each	3 50
" Nitrate, oz.	30
" Oxide Hydrate, Com'l, oz.	15
" Oxide Hydrate, Pure Cryst. oz.	25
" Peroxide Anhydrous, Pure, oz.	5
" Peroxide, Com'l, lb.	50
" Phosphate, oz.	25
" Sulph. Precip., oz.	5
" Sulphide, Pure, oz.	6
Beans, Calabar, oz.	8
" Locust, ground, lb.	6
" Tonquin, Angustura, oz.	60
" Vanilla, Mexican, oz.	50
" " Bourbon, oz.	45
Berberine, Muriate, oz.	1 60
" Sulph. oz.	1 75
Benzanilide, oz.	1 25
Benzole, lb.	30
Benzoinal, lb.	1 50
Benzosol, oz.	1 30
Benzyl, Chloride, com., oz.	35
" Chloride, Pure, oz.	60
Benzylamide, oz.	6 00
Berries, Buckthorn, lb.	60
" Coculus, Indicus, lb.	15
" Cubebs, lb.	65
" French, lb.	20
" Juniper, lb.	12
" Laurel, lb.	15
" Prickly Ash, lb.,	1 00
" Poke, lb.	20
" Saw Palmetto, lb.	30
Betol, oz.	65
Bismal, oz.	75
Bismuth, Acetate, oz.	40
" Ammon, Citrate, oz	30
" Benzoate, oz.	40
" Betanapthol, oz.	60
" Bromide, oz.	55
" Carb, lb.	3 25
" Citrate, oz.	25
" Lactate, oz.	50
" Liquor, lb.	45
" Metal, oz.	20
" Nitrate, Crystals, oz.	25
" Oxalate, oz.	50
" Oxide, oz.	35
" Oxychloride, oz.	40
" Oxyiodide, oz.	50
" Oxynitrate, oz.	35
" Phosphate, oz.	60
" Salicylate, oz.	25
" Subgallate, oz.	20
" Subiodide, oz.	40
" Subnitrate, lb.	3 00
" Sulphate, oz.	80
" Tannate, oz.	50
" Tribromphenol (Xeroform)	90
" Trichloride Crystal, oz.	90
" Valerianate, oz.	40
Bole, Armenia, lb.	7
Borax, C.P., Cryst., lb.	35
" C.P., Pulv., lb.	40
" Cryst., lb.	6
" Pulv. lb.	6
" Glass, lb.	30
Boric, Hydroxide, oz.	20
Boroglycerine, oz.	20
Bromaline, oz.	1 25
Bromine, oz.	10
" C.P., oz.	25
" Chloride, oz.	50
Bromipin, oz.	25
" Tablets, box of 25 each	65
Bromoform, oz.	20
Bromural, oz.	2 00
Broomtops, lb.	30
Brucine, oz.	1 20
" Hydrobromide, oz.	1 75
" Hydrochloride, oz.	1 75

Brucine, Nitrate, oz.	1 75
" Sulphate, oz.	1 75
Buckthorn Juice, lb.	40
Cadmium, oz.	30
" Bromide, oz.	
" Chloride, oz.	25
" Iodide, oz.	40
" Nitrate, oz.	35
" Oxide, oz.	50
" Phosphate, oz.	60
" Sulphate, oz.	20
" Sulphide, oz.	35
Caffeine, oz.	40
" Arseniate, ⅛ oz. each	20
" Benzoate, ⅛ oz. each	10
" Citrate, oz.	35
" Hydrobromide, oz.	50
" Hydrochloride, oz.	40
" Nitrate, oz.	1 25
" Salicylate, oz.	40
" Sulphate, ⅛ oz.	75
" And Soda Benzoate, oz.	60
" And Soda Citrate	1 00
" And Soda Hydrobromate, oz.	1 00
" Valerianate, ⅛ oz., each	75
Calamine, prepared, lb.	10
Calcium, Metal, oz.	50
Calcium, Acetate, oz.	20
" Arseniate, oz.	25
" Benzoate, oz.	25
" Bromide...	20
" Carbide, lb.	15
" Carbonate, Pure	30
" " Precip., lb.	10
" " Prepared, lb.	5
" Chlorate, oz.	35
" Chloride, Com'l, lb.	30
" Chloride, Pure, lb.,	45
" Fluoride, lb.	1 90
" Glycerophosphate, oz.	20
" Hippurate, ⅛ oz., each	20
" Hydrate, Pure Crystal, oz.	15
" Hypochlorite, oz.	10
" Hypophos, oz.	12
" Hyposulphite, oz.	20
" Iodate, oz.	80
" Iodide, oz.	40
" Lactate, oz.	10
" Lactophosphate, oz.	20
" Nitrate, oz.	15
" Oxalate, Pure, oz.	15
" Permanganate, oz.	1 00
" Calcium, Peroxide, oz.	30
" Phos. Precip., oz.	50
" Phosphate, C.P., oz.	25
" Phosphide, oz.	20
" Saccharate, oz.	25
" Salicylate, oz.	25
" Silicate, oz.	20
" Sulphate, Precip., oz.	10
" Sulphide, oz.	10
" Sulphite, oz.	10
" Sulphocarb., oz.	20
" Tungstate, ⅛ oz., each	30
Camphor, in bells, lb.	75
" ¼ blocks, lb.	78
" oz. blocks, lb.	80
" ½ blocks, lb.	82
" Powdered, lb.	85
" Monobromide, oz.	15
Canadol, lb.	1 50
Cannabino Tannate, 15 gr. tubes, ea	20
Cantharides, whole, Chinese, lb.	65
" Powder, Chinese, lb.	70
" Whole, Russian, lb.	1 05
" Powder, Russian, lb.	1 30
Cantharidin, 5 gr. tube, each	75
Carbon, Bisulph, lb.	20
" Tetrachloride, oz.	5
Caroid, powd., oz.	1 75
Caseine, oz.	15
Castoreum, oz.	1 40
Celloidin, 40 grammes, each	2 00
Cerium, nitrate, oz.	25

Cerium, Oxalate, oz.	8
" Sulphate, oz.	50
Chalk, French lump, lb.	30
" French, powd., lb.	5
Chiretta, lb.	40
Chloralamid, oz.	30
Chloral, Ammonia, oz.	1 50
" Caffeine, oz.	1 50
" Hydrate, lb.	55
" Hydrocyanate, lb.	1 60
Chloralose, 1/8th, each	25
Chloroform, D. & F. blue label, lb.	1 00
" D. & F. pure, lb.	2 00
" D. & F., Methyl, lb.	1 65
" German, lb.	55
" Lyman's, lb.	1 25
" Smith's, lb.	90
Chlorophyl, for spirits, oz.	20
" for oils, oz.	30
" for water, oz.	30
Chromium, Acetate, oz.	25
" Carbonate, oz.	50
" Chloride, soluble, oz.	1 20
" Chloride, Solution, oz.	1 20
" Metal, oz., fused	50
" Nitrate, oz.	30
" Oxide, oz.	10
" Powdered, oz.	30
" Sulphate, oz.	12
Chinaphenin, oz.	1 85
Chrysarobin, oz.	45
Cinchonine, Muriate, oz.	30
" Pure Crystal, oz.	60
" Salicylate, oz.	50
" Sulphate, oz.	30
Cinchonidia, Sulph., oz.	50
Cinchonidine, pure Cryst., oz.	1 00
" Hydrochlor., oz.	55
" Iodide, oz.	80
" Tannate, oz.	80
Citarin, oz.	1 25
Citrophen, 25 gr. pkt., each	90
Cobalt, lb.	25
" Chloride, oz.	25
" Carbonate, oz.	40
" Metallic Powder, oz.	60
" Nitrate, oz.	15
" Oxide, oz.	40
" Oxide, pure, oz.	75
" Sulphate, oz.	15
Cocaine, Alkaloid, 1/8 oz., each	30
" Carbolate, 15 gr. bot., each	1 00
" Muriate, 1/8 oz.	33
" Nitrate, 1/8 oz., each	60
" Oleate, 5 per cent., oz.	75
" Salicylate, 5 gr. tubes, each	40
" Solution, 4 per cent., oz.	1 00
Cochineal, lb.	65
" Pulv., lb.	75
Cocoa Butter, lb.	75
Codeia, Cryst., oz.	6 45
" Citrate, 1/8 oz., each	30
" Hydrochlor, each	60
" Phosphate, 1/8 oz., each	75
" Sulphate, 1/8 oz., each	80
Colchicin, C.P., cryst., 15 gr. bot. ea	1 40
Colocynth, Apple, lb.	65
" Pulv., lb.	70
Collodion, lb.	65
" Canthar, oz.	20
" Flexible, oz.	5
" Styptic, oz.	10
Coloring, Brandy, lb.	15
" Cochineal, lb.	25
Confect. Aromat., lb.	60
" Opium, lb.	75
" Roses, lb.	70
" Senna, lb.	40
" Sulphur, lb.	40
Coniine, Alkaloid, oz.	8 00
" Hydrobromide, 15 gr. bot., ea	50
Convallamarin, 15 gr. bot., each	75
Convallarin, 15 gr. bot., each	75
Copper, Acetate, pure, oz	12
Copper, Arseniate, oz.	20
" Arsenite, oz.	25
" Aluminated, oz.	15
" Ammoniated, oz.	10
" Ammonia, Sulph., lb.	75
" Ashes, lb.,	35
" Bromide, oz.	40
" Carbonate, oz.	10
" Chloride, Bi., oz.	10
" Citrate, oz.	25
" Cyanide, oz.	15
" Filings, oz.	12
" Foil, oz	15
" Gauze, oz.	20
" Iodide, oz.	75
" Metal, oz.	25
" Nitrate, oz.	10
" Oxalate, oz.	15
" Oxide, black, oz.	15
" Oxide, red, oz.	25
" Oxyacetate, oz.	10
" Potass. Chloride, oz.	10
" Shot, lb.	1 25
" Silicate Fluoride, oz.	25
" Sulphide, oz.	20
" Sulphate, Com'l. lb.	18
" Sulphate, Pure, lb.	35
" Tartrate, oz.	15
" Trimmings, lb.	75
" Wire, pure, oz.	10
Coryfin, oz.	1 50
Cotoin, True, 5 gr. bot., each.	30
Cowhage, oz.	90
Cornutine, Citrate, 5 gr. bots., ea.	5 00
Creosote, B.W., lb.	85
" C.P., White, lb.	80
" Carb., oz.	25
" Valerianate, oz.	40
Cresalol, Para, oz.	1 75
Crocus, Martis, lb.	20
Croton, Chloral, oz.	40
Cubebine, oz.	5 00
Cumarin, oz.	40
Cuttle Fish Bone, oz.	30
" Powd., lb.	40
Cystogen, powd., oz.	1 00
" Toblets, oz.	1 10
Curare, with active principle, 1 gr. bot., each	2 50
Daturnine, Pure, 5 gr. bot., each	80
" Hydrochlor, 5 gr. bot., each	80
" Sulphate, 5 gr. bot., each	80
Decoct. Aloes Co., lb.	40
" Sarsa, lb.	40
Delphinine, 15 gr. bot., each	1 25
Diabetin, 100 grammes for	2 00
Diacetyl. Morphine, oz.	5 75
Diaphtherine, oz.	75
Diapente, lb.	25
Diastase, oz.	1 00
" Malt, oz.	90
Diastin, oz.	2 00
Digitalin, Amorph., grain	4
" German, pure, 1/8 oz. bot. for	1 50
" Digitine, pure, 5 gr. tube, each	40
Digitoxin, Cryst., 1 gr. tubes, each	95
" Tablets, in 50's, each	35
Dimethyl-Amidobenzaldehyde, pure oz	1 25
Dionin, 15 gr. tube, each	75
Diphenylamine C.P., White, oz.	25
Di—Thymol—Iodide, oz.	50
Diuretin, Knoll, oz.	1 00
" Merck's (Theobromine and Soda Salicyl), oz.	1 10
Dormiol, Solution, 100 grm. bot., ea	1 25
Duboisine, Sulph., 2 gr., each	60
Dulcin, oz.	25
Edinol, powd., oz.	75
Eigon, Alpha., 20 gramme bot., ea.	1 00
" Alpha and Sodium "	1 00
" Beta "	1 00
Eikonogen, oz.	40
Elaterium, 1/8 oz. bot., each	50
Elaterin, Cryst., 15 gr. bot., each	1 20
Emetine, Alkaloid, 5 grn. bot., ea.	75
" Resinoid, 1/8 oz., each	75
Empyroform, 23 grammes, each	75
Epicarin, Veterinary, oz.	1 00
" Pure, oz.	1 10
Ergot, lb.	2 00
" Pulv., lb.	2 25
Ergotine, Bonjean, oz.	1 75
Erythrol Tetranitrate Tablets, bots. of 50, ea	2 00
Erythrosin, oz	60
Erythrophleine, Hydrochlor, grn.	35
Eserine, C. P., 5 gr. tube, each	90
" C. P., 2 gr. tube, each	60
" C. P. 3 grain tube, each	70
" Citrate, tube, ea.	75
" Hydrobromate, tube, ea.	75
" Hydrochlorate, tube, ea.	75
" Nitrate, tube, ea.	75
" Pilocarpine, 3 gr. tubes, ea.	55
" Salicylate, 5 gr. tubes, ea.	75
" Sulphate, 5 gr. tubes, each	75
" Tartrate, 5 grain tubes, ea.	75
Ether Sulph. German, lb.	40
" Sulph., Squibbs, 100 grammes, tips, each	40
" Valerianic, oz.	30
Ethylene, Bromide, oz.	60
" Chloride, oz.	50
Ethylidine Chloride, oz.	1 20
Ethyl Bromide, oz.	20
" Butyrate, oz.	20
" Formate, oz.	20
" Iodide, oz.	1 00
Eucaine, A, 5 gramme tube, ea.	75
" B, 5 gramme tube, ea.	75
Eucalyptol, oz.	15
Eudoxine, oz.	2 25
Eugenol, oz.	40
Eumenol, oz.	40
Eumydrin, 1 gr. tubes, each	10
Euonymin, oz.	90
Euphorin, oz.	1 00
Euresol, oz.	80
Eurobin, 25 gram. pkt. each	1 00
Europhen, oz.	2 15
Exalgine, oz.	1 25
Exodin Tablets, ½ gramme each. (boxes of 10 tablets), box	50
Ferratin, oz.	1 25
Ferropyrine, 25 gram. pkt., each	1 35
Fibrolysin, tube, each	20
Flowers, Arnica, lb.	25
" Chamomile, German, lb.	30
" " Roman, lb.	45
" Calendula, lb.	80
" Elder, lb.	30
" Lavender, lb.	25
" Rose, oz.	10
Formaldehyde, lb.	22
Formaline, Scherings, lb.	65
" Pastilles, box of 20, ea.	30
" Lamps, Scherings, ea.	1 75
" Dusting Powder in ½, lb.	80
Formin, Merck's, oz.	15
Formol, lb.	55
Fluor Spar, powd., lb.	12
Fluorescein, oz.	1 00
Fuller's Earth, lb.	8
" Powd.	6
Gaduol, oz.	40
Galena, oz.	5
Gallanol, oz.	1 25
Gallicin, oz.	1 25
Gallobromal, oz.	1 25
Galls, lb.	30
Garlic, lb.	25
Gelanthum, ½ kilos, ea.	85
Gelatine, for Hypodermic use, 100 grammes, ea.	1 00
" Cooper's, lb.	75
" Cox's, per doz.	1 35

Gaetine, French, Bronze label, lb. 35
" French, Gold label, lb. 55
" French, Red label, lb. 75
" French, Silver label, lb. 40
Gentian, Violet, oz. 45
Gelsemine, oz. 2 50
Gelseminine, C.P., 5 gr. bot., ea. 70
" Hydrobromate, 5 gr. bot., ea. 70
" Hydrochlorate, 5 gr. bot., ea. 70
" Sulphate, 5 gr. bot., ea. 70
Gingerine, oz. 75
Glass Wool, oz. 50
Glucose, lb. 6
" Pure, oz. 20
Glutol, oz. 1 00
Glycerine, lb. 30
" Merck's, lb. 65
" Price's, lb. 65
Glycin, oz. 75
Glycocoll, oz. 4 00
Glycoline, lb. 32
Glycosal, oz. 90
Glycozone, ¼ bottles, each 1 00
Glycyrrhizin, Ammon., oz. 30
Gold Bromide Mono, 5 gr. bot., ea 75
" Bromide Tri, 5 grain bot., ea. 65
" Chloride and Sodium, 15 grain bots., doz. 3 75
" Chloride and Sodium, solu., oz. 3 15
" Chloride, dry, 15 gr. bots., dz 8 00
" Cyanide, Mono, 5 gr. bot., ea. 75
" Cyanide, Tri, 5 gr. bot., each 80
" Oxide, 5 gr. bot., each 65
Grains, Paradise, lb. 50
Gualiquine, oz. 1 70
Guaiacol, oz. 20
" Benzoate, oz. 60
" Carbonate, oz. 40
" Salicylate, oz. 1 60
" Valerianate, oz. 60
Guaiacum Rasp, lb. 15
Guaialine, oz. 1 65
Guaiaquin, 25 grammes, each 3 00
Guarana, Pulv., oz. 30
Guaethol, oz. 1 40
Gum Aloes, Barb., lb. 20
" Aloes, Barb., Pulv., lb. 30
" " Cape, lb. 20
" " Pulv., lb. 30
" " Socot, lb. 40
" " Socot, Pulv., lb. 50
" Ammoniac, lb. 60
" Arabic Select, lb. 60
" Arabic, 2nd, Sel., lb. 45
" " Sorts, lb. 28
" " Pulv., Opt., lb. 60
" " Pulv., Sorts, lb. 35
" Assafoetida, Powd., lb. 1 75
" Assafoetida, lb. 1 25
" Benzoin, lb. 50
" " Opt., lb. 2 00
" Catechu Com'l (Japonica), lb. 12
" " Cubes, lb. 25
" " Pulv., lb. 30
" Copal, lb. 90
" Damar, lb. 60
" Elemi, lb. 65
" Euphorbium, lb. 60
" " Pulv., lb. 70
" Galbanum, oz. 10
" Gamboge, lb. 1 30
" " Pulv., lb. 1 40
" Guaiacum, Ordinary, lb. 45
" " Pulv., lb. 50
" " Opt., lb. 1 00
" Kino, lb. 70
" Kino, Pulv., lb. 80
" Mastic, lb. 85
" Myrrh, lb. 40
" Myrrh, Pulv., lb. 60
" Olibanum, oz. 1 00
" Sagapenum, lb. 1 00
" Sandrac, lb. 40
" Sang Draconis, lb. 35
Gum, Sang, Pulv., lb. 1 50
" Scammony, oz. 40
" Seedlac, oz. 5
" Shellac, Orange, lb. 30
" " Bleached, lb. 30
" " Powd., lb. 40
" Storax, lb. 45
" Spruce, lb. 1 20
" Substitute Yellow Dextrine, lb 10
" " White, lb. 12
" Tamarac, lb. 28
" Thus, (Turpentine), lb 8
" Tragacanth, extra select, lb 1 10
" " Pulv., lb. 1 15
" " 2nd Select, lb 95
" " 2nd Select, Pulv., lb. 1 00
" " Sorts, lb. 30
Gun, Cotton, oz. 30
Haematoxylin, oz. 2 00
Haemogallol, oz. 85
Haemoglobin, oz. 1 00
Haemol, oz. 80
" Arseno, oz. 80
" Bromo, oz. 80
" Cupro, oz. 80
" Iodized, oz. 1 10
" Zinc, oz. 80
Hartshorn Shavings, lb. 40
Hedonal, oz. 1 50
Helenin, 15 gr. bot., each 50
Heliotropin, oz. 60
Helmitol, oz. 1 00
Hematein, 15 grs., each 30
Hematin, 15 grs., each 1 50
Heroin, 15 grain tubes, each 55
" Hydrochlor, 15 gr. tubes, each 55
Holocaine, 1 gramme bots., each 30
" Hydrochlor, 1 gramme bots., ea 35
Homatropine Pure, 5 gr. tubes, ea 1 65
" Hydrobromate, 1 gr. tube, ea. 35
" Salicylate, 1 gr. tube, ea. 30
" Sulphate, 1 gr. tube, each 30
Honey, lb. 18
Hops, in packages, lb. 55
Hydrastin, Alkaloid, 15 gr. tubes, each 1 40
Hydrastin, Hydrochlor, 15 gr bot ea. 1 10
" Sulphate, 15 gr. bots., each 1 40
Hydrastinine, 15 gr. bots. each 2 00
" Hydrochlor, 5 gr. tubes, each 60
Hydroquinone, oz. 15
Hydroxylamine Hydrochl. ½ oz., ea 1 25
Hyoscine Hydrobrom 1 gr. tube, ea 25
" Hydrochlor, 1 grain tubes, ea. 25
" Hydriodate, 1 gr. tubes, each. 25
" Pure Amorphous, 1 gr. tube, ea 25
" Sulphate, 1 gr. tubes, each 25
Hyoscyamine Pure, Cryst., 1 grain tube, each 45
" True, from Hyoscyamine, Pure Hyoscyamine, Cryst., 5 gr. tu., ea. 1 25
" Hydrobromate, 5 gr. tu., ea. 35
" Hydriodate, 5 gr. tube, each 35
" Hydrochlor, 5 gr. tube, each 35
" Sulph. Amorphous, grains 35
Hypnone, oz. 50
Iatrol, oz. 1 50
Ichthalbin, oz. 60
Ichthargan, 10 gram. pckts., each 1 25
Ichthoform, oz. 1 10
Ichthyol, oz. 50
" Sodium, oz. 60
Ichthyol (substitute) oz. 20
Ingluvin, oz. 1 25
Insect Powder, lb. 40
Incense, lb. 45
Iodine, Bromide, oz. 30
" Chloride, Tri., oz. 50
" Commercial, oz. 35
" Resublimed, oz. 40
Iodochloride, oz. 80
Iodoform, Cryst. or powder, oz. 0
" Bitumenized, oz. 75
Iodoform, Deodorized, oz. 60
Iodomuth, oz. 1 10
" " Pulv., oz. 45
Iodoformogen, 25 grammes, each 60
Iodol, oz. 1 20
Iodopin, 100 gramme packet, ea. 1 25
Iodophenin, oz. 2 00
Iodothyrine, oz. 5 00
Iodopyrine, 10 gramme bottles, ea. 50
Ionone, grain 5
Iridin, ¼ oz. each 90
Iron Acetate, oz. 20
" Albuminate Scale, oz. 20
" " Powd., oz. 30
" " Saccharated, oz. 25
" " Solution, lb. 50
" " Alum, oz. 5
" Ammonia Sulph., oz. 10
" Ammoniated, lb. 15
" Ammon Mur., lb. 50
" Arsenate, oz. 15
" Arseniate, oz. 15
" Arsenite, oz. 20
" Benzoate, oz. 20
" Bromide, oz. 25
" Hydrogen, oz. 10
" Cacodylate, oz. 55
" Carb., Precip., lb. 15
" " Sacch., lb. 30
" Chloride, (Ferric), oz. 10
" " (Ferrous), oz. 12
" Chromate (Ferric), oz. 30
" Citrate, oz. 10
" " Amonia, lb. 60
" Citrate and Quinine, 4 p.c., oz 17
" " 10 per cent., oz. 10
" " " B.P., oz. 22
" " " and Strych., oz. 25
" " " and Strychnine, oz. 27
" Dialysed, lb. 40
" Ferrocyanide, Pure, oz. 20
" " Soluble, oz. 12
" Filings, Iron, lb. 20
" Glycerophosphate, oz. 30
" Hynophos., oz. 25
" Iodide, oz. 35
" " Saccharated, oz. 3
" Lactate, oz. 10
" Lactophosphate, oz. 20
" Malate, oz. 1 00
" and Manganese Citrate, oz. 20
" " Ferrous, oz. 20
" " Peptonized, oz. 20
" " " Solution, lb. 65
" Nitrate Crystals, oz. 10
" Oxalate, oz. 15
" " Ferric Scales, oz. 25
" " and Ammonia 15
" " " Potassium, oz. 25
" " Ferrous, oz. 20
" " Oxide Commercial, lb. 25
" " Black, oz. 20
" " Brown, Pure, lb. 65
" " Red, Saccharated, lb. 50
" Oxide, Brown, B.P., oz. 20
" " Red, oz. 10
" Peptonized, oz. 25
" Perchloride, oz. 5
" Persulphate, oz. 10
" Phosphate Scale, oz. 10
" " lb. 75
" Pyrites, lb. 25
" Pyrophos., oz. 10
" Pyrophos and Ammon Cit., lb 80
" " Soluble Scales, oz. 10
" Salicylate, oz. 20
" Sesquichloride, oz. 12
" Silicate, oz. 20
" Subsulphate, oz 10
" Succinate, oz. 15
" Sulph., Exsic., lb. 12
" " Pure, lb. 10
" " Extra Pure, lb. 25

Iron, Sulphocarb., oz. 20
" Sulphocyanide, oz. 30
" Sulphuret, lb. 16
" Tannate, oz. 25
" Tart and Potash, oz. 10
" Valerianate, oz. 20
" Wire, fine, lb. 50
" Sulphide Lumps, lb. 20
" " Sticks, lb. 25
Isinglass, American Fish, oz. 12
" Brazil, oz. 15
" Russian, oz. 30
Itrol, oz. 1 75
Jalapin, oz. 75
Jalap Resin, oz. 4 00
Iothion, oz. 1 50
Juice Pawpaw, oz. 70
Kamala, oz. 25
Kaolin, lb. 10
Kefir, fungi, oz. 1 00
Keratin, Peptonized, oz. 1 00
Kesselguhr, Natural, lb. 50
Kola Nuts, lb. 40
Kousso, oz. 20
Koussein, oz. 6 00
Kresol Cyst C.P., oz. 50
" Para, oz. 1 00
" from Tar Oil 20
Kressamine, oz. 1 00
Kryofine, oz. 1 10
Lactophenin, oz. 1 25
Lactucarium, oz. 75
Laevulose, Diabetic, 100 gm. tin,ea 80
" Syrupy, Microscopy, oz. 40
Lanoline, lb. 95
Lard, Benzoated, lb. — 3
Largin (25 gram tubes), each 2 25
Lead Acetate, C.P., Cryst., lb. 25
" " lb. 12
" " Powdered, lb. 15
" Arsenate, Com'l, lb. 25
" Benzoate, oz. 25
" Carbonate, Neutral, lb. 60
" Chloride, Pure, oz. 15
" Chromate, Fused, oz. 20
" Dioxide, oz. 10
" Foil, Assay, lb. 30
" Iodide, oz. 30
" Monoxide, lb. 50
" Nitrate, Pure, oz. 10
" " Com., lb. 12
" Oleate, oz. 25
" Oxide, Black, oz. 10
" " C.P., lb. 75
" Oxalate, oz. 20
" " Red, pure, lb. 50
" Peroxide, oz. 10
" Powder, extra fine, lb. 1 90
" Protoxide, oz. 15
" Sesquioxide, oz. 50
" Silicate, oz. 10
" Sulphate, C.P. oz. 16
" Sulphide, oz. 15
" Tannate, oz. 25
" Tartrate, oz. 15
" Test, lb. 25
" Tetroxide, oz. 20
Leaves, Aconite, lb. 15
" Bay, lb. 20
" Belladonna, lb. 35
" " Powdered, lb. 40
" Buchu, lb. 2 00
" Chestnut, lb. 20
" Coca, lb. 40
" Damiana, lb. 50
" Digitalis, lb. 25
" " Pulverized, lb. 30
" Eucalyptus, lb. 20
" Henbane, lb. 30
" Henbane, Pulverized, lb. 35
" Henna, lb 80
" Jaborandi, lb. 30
" Matico, lb. 60
" " Opt., lb. 20
" " Pulverized, lb. 25
" Pulverized, lb. 25
" Stramonium, lb. 20
" Uva Ursi, lb. 20
Lecithin (60 grn. tube), each 60
" Tablets (100 in bot.), bot. 75
Leeches, doz. 1 00
Lenigallol, (25 gram pckt.), each 1 65
Lenirobin (25 gram. pckt.), each 1 00
Leaves, Savin, lb. 15
" Senna, ordinary, lb. 16
Lemon Peel, lb. 20
Leptandrin, oz. 50
Levulose, 100 grammes for 75
Lime, Carbolate, lb. 10
" Chloride, bulk, lb. 6
" " Chloride, 1 lb. 7
" Chloride, ½ lb. 8
" " ¼ lb. 12
" Free from Sulphur, oz. 5
Liniment, Aconite, lb. 90
" Belladonna, lb. 90
" Camph. Co., pt. 75
" Cantharides, oz. 12
" Chloroform, oz 5
" Croton, oz. 10
" Iodine, oz. 12
" Opii, pint 1 00
" Pot Iodide, oz. 10
" Saponis Co., lb. B.P. 80
" Sinapis Co., pt. 2 50
" Terebinth, pt. 60
" Terebinth. Acet., pt. 55
Liquor, Ammon. Acet., lb. 30
" " Citras. Fort., lb. 50
" Antim. Perchlor, lb. 17
" Arsenici Hydrochlor., lb. 20
" Arsenicalis, lb. 12
" Atropia Sulph., oz. 2f
" Bismuth, lb. 45
" Camphor Co. for B.P. Tinc.,lb 1 30
" Carbo Detergens, lb. 50
" Donovani, lb. 25
" Ferri, Acetas. Fort., lb. 65
" " Iodide, lb. 2 40
" " Perchlor Fort., lb. 12
" " Pernit, lb. 20
" " Persulph., lb. 25
" " Phos., lb. 80
" Hydrarg. Perchlor, lb 30
" " Nit. Acid, lb. 1 00
" Plumbi. Acetas, lb. 12
" Potassae, lb. 15
" Pot Citras, lb. 40
" Santal Flav. Co., lb. 1 50
" Soda, Chlor., lb. 15
" Soda Ethylate, oz. 25
" Strychnine, lb. 40
" Zinci Chlor., lb. 60
" Acetate, oz. 55
" Benzoate, oz. 25
" Bromide, oz. 30
Liquorice, Paste, lb. 25
" Powd. Extract, lb. 40
" Solazzi, lb. 50
" Y. & S. sticks, 6 to pound, lb 30
" " Acme Pellets, 5 lb. tins. 2 00
Lithia, Benzoate, oz. 20
" Bitartrate, oz. 20
" Bromide, oz. 25
" Carbonate, oz. 15
" Chloride, oz. 30
" Citrate, oz. 15
" Glycerophos, oz. 90
" Iodide, oz. 50
" Metal (15 gr. bots.) each 1 05
" Nitrate, oz. 50
" Salicylate, oz. 20
" Tartrate, oz. 75
Litmus, Granular, lb. 60
" Cubes, lb. 40
Loretin (25 grammes), each 60
Losophen, (25 grammes), each 2 00
Lupulin, oz. 10
Lycopodium, lb. 75
Lycetol, oz. 3 25
Lysidine (25 grammes), each 2 00
Lysol, 1 kilo, each 1 20
" kilo, each 65
" ¼ kilo, each 35
" 100 grammes, each 20
Magnesium, Acetate, oz. 15
" Ammonia, Phosphate, oz. 20
" Borocitrate, oz. 10
" Bromide, oz. 20
" Carb. (ounces) lb. 20
" " (ponderous) lb. 30
" " (powdered) lb. 20
" " (Calcined), lb. 50
" " (ponderous) lb. 35
" Chloride, oz. 10
" Citrate, lb. 30
" Glycerophosphate, oz. 50
" Hypoyhosphite, oz. 30
" Iodide, oz. 55
" Nitrate, oz. 15
" Oxide, oz. 12
" Phosphate, oz. 10
" Powdered, oz. 25
" Ribbon, oz. 60
" Salicylate, oz. 20
" Silicate, oz. 15
" Sulphate, C.P., dried, lb. 20
" " Commercial, lb. 3
" Sulphite, oz. 10
" Sulphocarb., oz. 25
" Wire, oz. 60
Malakin, oz. 1 50
Mallein (5 gramme tubes), each 1 00
Maltose, oz. 1 00
Manganese, Borate, oz. 10
" Bromide, oz. 30
" Carbonate, oz. 10
" Chloride, oz. 20
" Citrate, oz. 40
" Glycerophos., oz. 35
" Hyphophos., oz. 25
" Iodide, oz. 50
" Metal, oz. 40
" Oxide, pure heavy, oz. 15
" " Commercial, lb. 7
" " Black, pure, lb. 50
" Black, granular, lb. 10
" Peptonized, oz. 30
" Peroxide, oz. 15
" Phosphate, oz. 20
" Phosphite, oz. 15
" Sulphate, oz. 12
" Sulphite, oz. 40
Manganous, Chromate, oz. 45
" Sulphat, oz. 35
Manna, oz. 10
Mannit, oz. 40
Medualladen, 25 grammes, each 4 00
Menthol, oz. 70
Menthoxal, oz. 20
Mercaptol, oz. 25
Mercuro-iodo-hemol, oz. 1 25
Mercur-Thymol, Acetate, oz. 75
Mercury, lb. 1 05
" Acetate, oz. 20
" Bichlor. (Corros. Sublimate)lb 1 20
" " Pulv., lb. 1 25
" Biniodide, oz. 25
" Bisulphate, oz. 10
" Bromide, oz. 60
" White Chalk, oz. 10
" Chloride (Calomel) lb. 1 35
" Chl. Am. (White Precip.) oz. 15
" Cyanide, oz. 20

Mercury, Formate, oz. 25
" Gallate, oz. 40
" Iodo Chloride, oz. 35
" Iodo Viride, oz. 30
" Nitrate Cryst., oz. 15
" Nitric Oxide (Red Precip.) lb. 1 35
" Oleate, 10 p.c., oz. 5
" " 20 p.c., oz. 10
" White Morphia, oz. 20
" B.P., 1898, oz. 10
" Oxide, Flav., oz. 12
" Oxychloride, oz. 10
" Oxycyanide, oz. 30
" Oxycyanuret, oz. 55
" Salicylate, oz. 20
" Sulph. Flav. (Turpeth Min'l) oz 10
" " with Sulph. (Ethiops Min'l) oz. 10
" Sulphate, bi., oz. 15
" Sulphocyanide, oz. 20
" Tannate, oz. 20
Mesotam, oz. 60
Methylal, oz. 1 25
Methylene, Bichloride, oz. 40
" Iodide, oz. 2 05
Metol, oz. 70
Microcosmic Salts, oz. 15
Migrainin, 25 grammes, each 1 50
Milk Sugar, lb. 30
Mistura, Ferri Co., lb. 35
" Glyeyrrhiza Co. (U.S.P.) lb... 50
Molybdenum, metal, pure, oz. 1 20
" Oxide, pure, oz. 1 55
" Sulphide, oz. 1 50
Morphia, Alkaloid, oz. 4 25
" Acetate, oz. 4 20
" Bromide, oz. 4 50
" Hydrobromate, oz. 6 00
" Meconate, oz. 5 35
" Muriate, oz. 4 20
" Phthalate, oz. 8 65
" Sulphate, oz. 4 75
" Tartrate, oz. 5 00
" Valerianate, oz. 6 05
Mollin, ½ kilo tins, each 1 00
Monochlorophenal, oz. 25
Moss, Iceland, lb. 20
" Irish, lb. 16
" " bleached, lb. 20
Mulberry Juice, oz. 10
Musk, Canton, oz. 1 50
" Pure grain, grain 10
Mydrine, 1 grain hets., grain 60
Myrtol, oz 1 50
Naptha, Mineral, pt. 30
" Wood, pt. 85
Napthaline, E.P., Cryst., oz. 12
" E.P., Pulv., oz. 15
" Balls, lb. 6
" Flake, lb. 7
Napthol, Alpha, Recryst, Medic'l, oz 25
" Beta, Recryst, Medicinal, oz.. 10
" Beta, Benzoate, oz. 25
Narceine, Pure Cryst. ⅛ oz. each.... 1 50
" Hydrochlor, ⅛ oz., each 1 20
Narcotine, ½ oz., each 40
Neurodin, 25 grammes, each 75
Nickel, metal, oz. 20
" Bromide, oz. 25
" Carbonate, oz. 15
" Chloride, oz. 10
" Iodide, oz. 85
" Nitrate, oz. 10
" Oxide, oz. 15
" Phosphate, oz. 15
" Salt, lb. 25
" Sheet, oz. 10
" Sulphate, oz. 10
Nitro Benzene, oz. 20
Nosophen, oz. 1 75
Novaspirin, oz. 60
Nux Vomica, Powd., lb. 14
Nylanders, Reagent, lb. 1 00

Oil Amber, crude, lb. 40
" " rectified, lb. 50
" Amygdal, Amara, pure, oz. ... 60
" " Artificial, oz. 10
" " Persic, oz. 45
" " Dulc., lb. 45
" Angelica, oz. 1 00
" Aniline, oz. 10
" Anise, oz. 20
" Apple, oz. 55
" Banana, oz. 10
" Bays Green, oz. 5
" Bay Rum, oz. 30
" Bergamot, oz. 60
" Cade, oz. 5
" Cajeput, oz. 12
" Camphor, lb. 30
" Capsicum, oz. 50
" Caraway, oz. 25
" Cassia, oz. 12
" Castor, English 1st, lb. 14
" " 2nds, lb. 13
" " Pharmaceutical, lb. 17
" " Italian, lb. 25
" " French, lb. 17½
" Cedar, Pure, lb. 1 25
" Cedar, No. 2, lb. 55
" " Wood, lb. 50
" Cedrat, oz. 60
" Cedri Ligni for Microscopy, oz 50
" Celery, oz. 1 00
" Chaulmoogra, oz. 12
" Chamomile, oz. 1 50
" Cinnamon, True, oz. 1 00
" Citronella, Coml., lb. 70
" " Opt., lb. 85
" Cloves, oz. 15
" Cocoanut, lb. 25
" Cod Liver, N.F. gal. 1 60
" " Norway, gal. 1 75
" Cognac, green, oz. 1 75
" " White, oz. 5 50
" Cologne, oz. 80
" Copaiba, oz. 10
" Coriander, oz. 1 10
" Cotton Seed, gall. 80
" Croton, oz. 12
" Cubebs, oz. 40
" " Oleo Resin, oz. 40
" Cumin, oz. 45
" Dill, oz. 30
" Erigeron, oz. 20
" Eucalyptus, oz. 10
" Fennel, oz. 20
" Fusel, pt. 1 00
" Geranii Rose, Opt., oz. 2 00
" " " True, oz. 1 50
" " " Turkish, oz. 30
" Gin, oz. 1 00
" Golden Rod, oz. 50
" Goose, lb. 60
" Hemlock, Pure, lb. 1 20
" " No. 2, lb. 65
" Jasmine, oz. 80
" Juniper, Berries, oz. 12
" " Wood, lb. 60
" Lavender, English, oz. 1 25
" " Exotic, oz. 12
" " French, oz. 35
" " Garden, oz. 5
" Lemon, Opt., lb. 2 90
" " Grass, oz. 25
" Linseed, Boiled, gall. 68
" " Raw, gall. 64
" Mace, Essential, oz. 20
" Mace, Expressed, oz. 12
" Mullein, oz. 50
" Malefern, oz. 25
" Magnet, oz. 75
" Mustard, Artificial, oz. 35
" " Essential, oz. 50
" Myrbane, lb. 20
" Neatsfoot, gall. 1 30
" Neroli, oz. 4 25

Oil, Nutmegs, oz. 15
" Olive, Green, gall. 1 75
" " Yellow, gall. 1 50
" Orange, oz. 20
" " Bitter, oz. 30
" " Sweet, oz. 20
" Origanum, White, oz. 20
" " Red, Pre., lb. 75
" Origanum, No. 2, lb. 50
" Palm, lb. 20
" Palma Rose, oz. 40
" Patchouli, oz. 1 00
" Pennyroyal, oz. 25
" Pepper, black, oz. 90
" " Oleo Resin, oz. 2 50
" Peppermint, Amer., oz. 35
" " English, oz. 1 10
" " Todds, oz. 40
" Petit., gran., oz. 75
" Petrolatum, gall. 1 50
" Phosphorated, oz. 10
" Pimento, oz. 30
" Pine needles, oz. 20
" Pinus, pumilion, oz. 35
" Pinus, Sylvestris, oz. 15
" Poppy, oz. 7
" Rangoon, Pure, lb. 25
" Rhodii, oz. 6
" Rose, No. 2, ¼th, each 2 00
" Rose, Virgin, ⅛th, each 2 30
" Rosemary, Opt., oz. 10
" " Coml., lb. 65
" Rue, oz. 20
" Rum, oz. 20
" Salad, Pure, gall. 3 50
" " Patent, gall. 1 15
" Santal, Opt., oz. 35
" " W.I., oz. 20
" Sassafras, lb. 1 75
" " Artificial, lb. 75
" Savin, oz. 20
" Sesame, gall. 2 00
" Skunk, lb. 60
" Spearmint, oz. 50
" Sperm, gall. 1 50
" Spike, Coml., lb. 35
" " Fleur. oz. 1 50
" Spruce, lb. 1 25
" St. Johnswort, lb. 50
" Tansy. oz. 25
" Tar, lb. 10
" " Birch, lb. 10
" Wine, oz. 50
" Wintergreen, oz. 20
" " Artificial, oz. 10
" Wormseed, oz. 25
" Wormwood, oz. 75
" Ylang Ylang, oz. 6 50
Oakum, lb. 12
Oil Cake, ground, lb. 3
Ointments, Belladonna, lb. 60
" Blue, lb. 50
" Boracic Acid, lb. 50
" Calmine, lb. 40
" Canthar, lb. 75
" Carbolic, lb. 40
" Cetaceum, lb. 75
" Conium, lb. 80
" Elder Flower, lb. 1 00
" Gallae, lb. 35
" " Co., lb. 80
" Hyd. Ammon. Chlor., lb. 60
" " Biniodide, lb. 75
" " Compd., lb. 1 25
" " Nitratis, lb. 55
" " Oxide Flav., lb. 90
" " Oxide, Rub., lb. 50
" Iodine, lb. 70
" " Compd., lb. 75
" Iodoform, lb. 1 00
" Picis, lb. 40
" Plumbi, Acetas, lb. 45

Ointment, Plumbi Iodide, lb.	1 20
" Resin, lb.	40
" Simple, lb.	40
" Sulphur, lb.	40
" Sulphur Compound, lb.	20
" Veratrine, lb.	2 00
" Zinci, Oxide, lb.	40
Oleocreosote, oz.	1 50
Oleo-Resin, Capsicum, oz.	50
" " Malefern, oz.	25
Opium, lb.	9 00
" Pulv., oz.	70
Orange Peel	13
" Ground	15
Orexin, Basic, oz.	3 00
" Tannate, oz.	2 50
Orthoform, oz.	1 40
Ortol, oz.	70
Ovarin Powder, oz.	3 60
Oxymel Squills, lb.	30
Oxysparteine Hydrochlorate, 15 gr. tube, each	65
Phenocoll, Hydrochlorate, 5 gram., bots., each	4 00
" Chloride, dry, 15 gr. bots., ea.	1 00
Pancreatine, Pure Active, oz.	35
Papaine, Finkler, oz.	2 50
" Merck's, oz.	65
Paracetphenetidine, oz.	10
Parachlorsalol, oz.	1 00
Paracotoin, 15 grain bot., each	35
Paracresol, oz.	30
Paraformaldehyde, oz.	20
" Merck's, oz.	20
Paraldehyde, oz.	10
Paranephrin, 1-100 bots. 10 c.c. ea.	65
" and Cocaine, Hydroch, tubes of 1 gramme, each	35
Pelletierine, Sulphate, 15 gr. bot., each	1 75
" Tannate, 15 grain bot., each	50
Pellotine, Hydrochlor, 15 gr. bot ea	6 25
Pental, 10 gramme bot., each	75
Pepsine, Boudaults, oz.	1 40
" Scale, Pure Soluble, lb.	3 75
" " Pure, Soluble, oz.	15
Peptone, Meat Dry, oz.	30
Pepper, Long, lb.	40
Perhydrol, 50 gramme bots., each.	1 10
Petrolatum, Yellow, lb.	12
" White, lb.	15
" Snowwhite, lb.	25
Phenacetine, oz.	35
Phenamid, Powd., oz.	1 10
Phenocoll, Hydrochlorate, gram., each	35
Phenalgine, Capsules, oz.	1 40
" Powd., oz.	1 40
" Tablets, oz.	1 40
Phenazone, oz.	25
Phenol, Bismuth, oz.	85
" Chloride, oz.	40
Phenophthalein, ⅛ oz., each	10
Phenosalyl, oz.	25
Phenylene, diamine meta hydro.,oz	1 20
" Diamine para pure, oz.	1 25
Phenylhydroxine, Hydrochlor, oz.	55
Phloroglucin, ⅛ oz., each	60
" Vanillin, ⅛ oz., each	20
Phosphorus, lb.	95
" Pentachloride, oz.	15
" Pentoxide, oz.	60
" Red, oz.	10
" Trichloride, oz.	55
Picrotoxin, oz.	5 00
Pilocarpine, Alkaloid, 5 gr. bot., ea	25
" Hydrobromate " "	20
" Muriate " "	20
" Nitrate " "	20
" Salicylate " "	25
" Sulphate " "	25
" Tannate " "	1 25
" Valerianate " "	25
Pipe Clay, in squares, lb.	6
Piperazine, ⅛ oz., each	50
" Tablets, 10 only, 16 grains ea. in tube, tube	1 25
Piperine, ⅛ oz., each	25
Pitch, Black, lb.	5
" Burgundy, lb.	10
Platinic Chloride, 5 per cent. sol.,oz	1 50
Platinum, Bichloride, ⅛ oz. bot., ea	4 50
" Chloride Solution, oz.	2 25
" Spongy, doz. pieces	5 00
" and Barium Cyanide, 5 grain	
" Foil, grain	18
" Foil, grain	16
Platinum and Potash Chlor., oz.	25 00
" Wire, grain	18
Plumbago, lb.	10
Podophyllin, oz.	36
Poppy heads, per doz.	20
Potassium, pure, ⅛ oz., ea	30
" Acetate, lb.	50
" Acetate, C.P., lb.	55
" Arsenate, oz.	15
" Arsenite, oz.	15
" Benzoate, oz.	20
" Bicarb., lb.	50
" " Pulv., lb.	16
" " C.P., Cryst., lb.	40
" Bichromate, lb.	12
" " C.P., lb. Crystal	45
" Bisulphate, lb.	50
" Bisulphite, lb.	75
" Bitart., Pulv., lb.	28
" Bitart., Pulv., C.P., lb.	75
" Borate, oz.	10
" Borotartrate, oz.	60
" Bromide, lb.	55
" " C.P., oz.	10
" Carbonate, lb.	12
" " C.P., lb.	40
" Caustic, Puril. by Alcohol, lb.	85
" " Pure Sticks, lb.	40
" " Strictly C.P., oz.	20
" Chlorate, lb.	14
" " Pulv., lb.	16
" " Pulv., C.P., lb.	50
" " C.P., lb. Crystal	45
" Chloride, lb.	30
" Chloroplatinate, 15 gr. bot., ea	2 10
" Chromate Yellow, C.P., oz.	10
" Citrate, lb.	70
" " Eff. Bishop's 1 lb. bot., ea	1 50
" And Cobalt Nitrite, oz.	1 25
" Cyanide, Com'l, lb.	22
" " C.P., lb.	35
" Ferri Cyanide, pure cryst., oz.	15
" Hypophosphite, oz.	10
" Fluoride, Pure, oz.	20
" Glycerophosphate, oz.	25
" Hydrogen Sulphide, oz.,	25
" Metantimoniate, oz.	10
" Hyposulphate, oz.	50
" Hyposulphide, oz.	25
" Iodate, oz.	65
" Iodide, lb.	3 75
" " C.P., oz.	30
" Lactate, oz.	50
" and Mercury Iodide, oz.	50
" Metabisulphate, oz.	10
" Metal, ⅛ oz., each	35
" Metantimoniate, oz.	10
" Nitrate, lb.	8
" " C.P., lb.	20
" Nitrite, oz.	15
" Oxalate, Neutral, lb.	45
" Perchlorate, oz.	10
" Permanganate, lb.	20
" " Large Crystals, pure, oz.	10
" Picrate, oz.	30
" Phosphate, C.P., oz.	12
" Prussiate, Red., Cryst., lb.	50
" " Red, Pulv., lb.	60
" " Yellow, Cryst., lb.	20
" " Yellow, Pulv., lb.	25
Potassium, Pyrophosphate, oz.	15
" Salicylate, oz.	15
" Silicate, lb.	25
" " Pure, dry, oz.	40
" Silicofluoride, oz.	15
" And Soda Borotartrate, oz.	20
" And Soda Tart., C.P., Cryst. lb	65
" Sulphate, Cryst., lb.	15
" " Pulv., lb.	20
" " For Fertilizing, lb.	6
" " C.P., Cryst., oz.	5
" " C.P., Powd., oz.	6
" Sulphite, oz.	20
" Sulphocarb, oz.	15
" Sulphocyanate, oz.	10
" Sulphide, lb.	60
" Sulphuret, lb.	25
" Tartrate, lb.	65
" Neutral, oz.	10
" Tellurate, 15 gr. tubes, ea	75
Propylamine, oz.	30
" Chlor., oz.	2 50
Protargol, oz.	1 60
Protan Powder, oz.	50
Pulvis, Aloes Co., lb.	30
" Amygdal, lb.	60
" Antimon Co., lb.	60
" Aromatic or Cinnamon Co., lb	75
" Creta Aromat., lb.	50
" " Camph., lb.	20
" " C. Opii, lb.	75
" For Mistura Creta, lb.	35
" Ipecac Co., oz.	12
" Jalap Co., oz.	5
" Kino Co., oz.	10
" Licorice Co., lb.	20
" Opii Co., oz.	10
" Rhei Co., lb.	50
" Scammony Co., oz.	30
" Seidlitz, lb.	20
" Tragacanth Co., lb.	45
" Thompson's Composition, lb.	25
Ptyalin, Active, oz.	1 25
Putty Powder, lb.	60
Pyoktannin, Blue, oz.	2 25
" Yellow, 10 grammes for	80
Pyramidon, oz.	2 25
" Salicylate, oz.	1 50
Pyrenol, oz.	1 05
Pyrocatechin, oz.	45
Pyridin, C.P., oz.	25
Pyrodin, C.P., oz.	1 60
Pyrogallol, Bismuth, oz.	1 35
Pyroligne, oz.	1 20
Pyrozone, 3 per cent., doz.	5 50
Quartz., Cryst., oz.	8
Quassia, Chips, lb.	10
Quassin, Cryst., C.P., 15 gr. bot.,ea	2 25
Quinalgen, oz.	1 60
Quinapthol, oz.	3 00
Quinidine, Pure, Cryst., oz.	1 60
Quiniodine, Pure Cryst., oz.	30
Quinine, Acclosalicylate, oz.	90
" Acetate, oz.	65
" Alkaloid, oz.	85
" Arsenate, oz.	65
" Bisulphate, oz.	40
" Borate, oz.	75
" Bromate, oz.	75
" Bromide, oz.	40
" Cacodylate, oz.	2 00
" Citrate, oz.	45
" Dihydrochlorate, oz.	1 25
" Ferro Cyanide Hydro., oz.	50
" Glycerophosphate, oz.	1 25
" Hydrobromate, oz.	45
" Hydrochlorate, oz.	45
" Hydrochloride, oz.	40
" Hydriodate, oz.	50
" Hypophosphite, oz.	75
" Iodide, oz.	75
" and Iron Valerianate, oz.	1 00
" Lactate, oz.	50
" Phosphate, oz.	40
" Salicylate, oz.	55

Quinine, Sulphate, German, oz. 36
" " Howard's, oz. 36
" Tannate, oz. 30
" and Urea Hydrochlorate, oz. 60
" Valerianate, oz. 50
Quinoline, oz. 75
Resorcin, oz. 20
" Recrystal, oz. 15
" Resublimed, oz. 40
Rhigoline, lb. 75
Rice Flour, lb. 9
Rodinal, 3 oz. bottle for 50
Root, Aconite, lb. 25
" Aconite, Pulv., lb. 30
" Alkanet, lb. 25
" Angelica, lb. 305
" Arnica, lb. 7
" Belladonna, lb. 20
" " Powd., lb. 30
" Blood, lb. 20
" " Pulv., lb. 25
" Burdock, lb. 15
" " cut, lb. 17
" Calamus, lb. 50
" Colchici, lb. 30
" Columbo, lb. 15
" Curcuma, Pulv., lb. 15
" Dandelion, lb. 20
" Dock, Yellow, lb. 16
" Elecampane, lb. 15
" " Pulv., lb. 25
" Galangal, lb. 20
" Gentian, lb. 10
" " Pulv., lb. 15
" Ginseng, oz. 55
" Golden Seal, whole, lb. 8 25
" " Powd., lb. 9 00
" Hellebore, White, Pulv., lb. 20
" Ipecac, oz. 25
" Jalap, lb. 70
" " Pulv., lb. 75
" Leptandrin, lb. 30
" Licorice, Extra Select, lb. 12
" " " small sticks, lb. 18
" " Pulv., lb. 13
" Mandrake, lb. 16
" " Gr'd, lb. 18
" Marshmallow, lb. 40
" Orris, lb. 20
" " Pulv., lb. 30
" Pareira Brava 20
" Pleurisy, lb. 20
" Pyrethrum, lb. 35
" Rhatany, lb. 50
" Rhei, E.I., lb. 60
" Rhei, E.I., Pulv., lb. 1 00
" " Turkey (so-called) oz. 15
" " " Pulv., oz. 20
" Sasparilla, Honduras, lb. 50
" " Mexican, lb. 20
" Senega, lb. 1 10
" Serpentaria, lb. 80
" Sombul, lb. 40
" Spigelia, lb. 80
" Squills, White, lb. 12
" " Pulv., lb. 20
" Stone, lb. 20
" Tormentilla, lb. 40
" " Pulv., lb. 60
" Valerian, lb. 18
" Veratrum, Viride, lb. 25
Rosaniline, oz. 60
Saccharine, oz. 15
Saffron, American, oz. 7
" Spanish, oz. 1 00
Sal Acetosella, lb. 25
" Carlsbad, Artificial, lb. 15
" Craborchard, lb. 40
" Epsom, lb. 3
" " Howard's, lb. 5
" Glauber, lb. 2
" Nitre, (Potash) Crystal, lb. 9
" " Gran., lb. 9
" " (Soda) Cryst., lb 6
Sal. Nitre, Gran., lb. 25
" Prunella, lb. 25
" Rochelle, lb. 24
" Rochelle, lb. 26
" Rock, lb. 2
" Soda, lb. 2
Salicine, oz. 40
Saligenin, 15 gr. bots., each 50
Salol, oz. 15
Salipyrine, 25 grammes, each 25
Salophen, oz. 1 10
Sanguinarine, Alkaloid, 15 grain bots., each 45
" Nitrate, 5 grain bots., each 45
" Sulphate, 5 grain bots., each. 45
Sanoform, oz. 1 00
Santonine, oz. 2 50
Santyl, Liquid, oz. 80
" Tablets, tube 30
Saponin, ¼ oz. bot. 20
Scillipicrin, 15 gr. bots., each 35
Scopolamine, Hydrochlor, 5 gr. bot.
Seeds, Angelica, lb. 35
each 75
" Anise, lb. 14
" " Pulv. lb. 15
" " Star, lb. 40
" Annatto, lb. 10
" Burdock, lb. 30
" Canary, lb. 8
" Cardamon, Decort, lb. 2 25
" " Malabar, lb. 2 00
" " Pulv., lb. 2 30
" Caraway, lb. 12
" Caraway, Pulv., lb. 15
" Celery, lb. 25
" Colchici, lb. 40
" " Pulv. lb. 45
" Conium, lb. 30
" Coriander, lb. 18
" " Pulv., lb. 20
" Croton, lb. 25
" Cumin, lb. 20
" " Pulv., lb. 25
" Dill, lb. 20
" Fennel, lb. 15
" " Pulv., lb. 20
" Flax, lb., 6
" Pure Ground, lb. 6½
" Foenugreek, Pulv., 7
" Hemp, lb. 7
" Hyoscyamus, lb. 50
" Hyssop, lb. 35
" Jambul, oz. 15
" Lobelia, lb. 75
" Maw, lb. 30
" Mustard, White, lb. 12
" Pumpkin, lb. 20
" Quince, lb. 1 50
" Rape, lb. 6
" Sabadilla, lb. 35
" " Pulv., lb. 40
" Stavesacre, lb. 34
" " Pulv. lb. 50
" Stramonium, lb. 30
" Stropanthus, oz. 16
" Sunflower, lb. 15
" Wormseed, lb. 30
Selenium, in sticks, oz. 1 50
Silica, Powd., oz. 20
Silver, Bromide, oz. 2 00
" Chloride, oz. 90
" Citrate, oz. 1 50
" Cyanide, oz. 2 00
" Iodide, oz. 1 60
" Metallic, Pulv., oz. 1 50
" Neuclinate, oz. 1 00
" Nitrate, cryst., oz. 75
" Fused, oz. 90
" Oxide, oz. 1 50
" Precipitated, oz. 3 50
" Sulphate, oz. 1 50
" Wire, oz. 6 00
Snuff, Copenhagen, lb. 1 40
Snuff, Macc, lb. 65
" Scotch, lb. 65
" " Lorillards, lb. 90
Soap, Arsenical, lb. 40
" Barilla Ash, lb. 25
" Castile, Conti, lb. 18
" " Shell, lb. 12
" " Pulv., lb. 18
" Curd, lb. 35
" Cocoanut, lb. 25
" Soft, English, lb. 12
" Viride, lb. 30
" Whale Oil, lb. 12
Soda, Acetate, lb. 20
" " C.P., oz. 5
" " Pure, fused, oz. 15
" Aluminate, oz. 15
" And Ammonia Phos. (Microcosmi Salts), lb. 85
" Arsenate, Pure, dry, oz. 15
" Arsenite, Pure, oz. 10
" Ash, lb. 3
" Benzoate, oz. 6
" " from Benzoic Acid, oz. 35
" Bicarb., lb. 4
" " Chance's, lb. 10
" " Crystals, lb. 40
" " Howard's, lb. 15
" Bichromate, fused, oz. 5
" Biphosphate, oz. 12
" Bisulphate, pure cryst., lb. 45
" Bisulphite, lb. 30
" " Coml., Dry, lb. 25
" " Pure, Dry, lb. 40
" Bitartrate, Cryst., oz. 10
" Bromide and Caffeine Cit., lb. 1 00
" Bromide, Gran., lb. 58
" Cacodylate, oz. 1 30
" " ⅛ oz. 15
" Carb., C.P., Cryst., lb. 35
" " C.P., Dried, lb. 35
" Carbolate, oz. 25
" Caustic, lb. 6
" " Gran., lb. 10
" " Sticks, lb. 40
" "Sticks, pure, by alcohol, lb 60
" Chlorate, lb. 30
" Chloride, pure, oz. 12
" Choleate, oz. 20
" Cinnimate, oz. 75
" Citrate, oz. 10
" Dithio Salicylate Beta, oz. 1 25
" Ethylate, Dry, oz. 1 00
" " Solution, oz. 25
" " Richardson's, oz. 75
" Fluoride, oz. 10
" Formate, oz. 15
" Glycerinophosphate, oz. 20
" Hippurate, oz. 90
" Hypochlorite, Solution, oz. 10
" Hypophosphite, oz. 10
" " C.P. oz. 50
" Hyposulphate, oz. 25
" Hyposulphite, lb., C.P. 20
" Iodide, oz. 40
" Lactate, Syr., oz. 25
" Meconite, oz. 2 25
" Metaphosphate, oz. 25
" Naptholate, oz. 75
" Nitrate, Crude, lb. 5
" " Pure Cryst., oz. 10
" Nitro-prusside, oz. 40
" Nitrite, lb. 60
" " C.P., sticks, oz. 10
" Oleate, oz. 25
" Oxalate, oz. 10
" Paracreosotate, oz. 71
" Sodium, Perborate Medicin. oz 40
" Permanganate, oz. 30
" Phosphate, Gran., lb. 10
" " Pure, lb. 20
" " C.P. Cryst., lb. 35
" " C.P., Pulv., lb. 40

Soda Phosphate, C.P., dry, lb........	55
" Phosphite, oz.	40
" Phosphomolybdate, oz.	20
" Pyrophosphate, lb.	90
" " Pure, oz.	15
" Salicylate, lb.........	81
" " Natural, oz.	60
" Santoninate, oz.	1 50
" Silicate, lb.	6
" " Natural, oz.	40
" Silicofluoride, oz.	35
" Succinate, oz.	40
" Sulphate, C.P., Cryst., lb.......	25
" " C.P., Dried, lb.	35
" Sulphite Cryst., or Gran., lb.	7
" " C.P., lb.	25
" " Dried, C.P., lb.	50
" " Pure, Recryst., oz.	25
" Sulphocarb., oz.	10
" Sulphosalicylate, oz.	65
" Sulphovinate, oz.	30
" Tannate, oz.	20
" Tartrate, C.P., oz.	55
" " Neutral, oz.	15
" Tellurate, 15 grains for	25
" Tetroborate, oz.	15
" Tungstate, lb.	75
" " C.P., oz.	20
" Uranate, oz.	40
" Valerianate, oz.	45
Sodium, Metal, ⅛ oz. bots. each......	18
" Acetic, Theocin, oz.	3 25
" Fluoride, oz.	20
" Glychollate, oz.	2 00
" Iodide, oz.	40
" Plumbate, oz.	... 25
" Stannate, oz.	20
" Sulphohydrate, oz.	30
Solanine, 15 gr. bots., each	2 25
Solution Clemens (Arsenic Brom.)lb	50
" Dobell's, lb.	20
" Fehlings No. 1 oz.	5
" Fehlings No. 2, oz.	10
" Hydrarg, Bichlor., lb.	65
" Nitroglycerine, 1 per. cent., oz	10
" " 10 per cent., oz.	20
" " 25 per cent., oz.	35
" Potash Hydrosulphide, lb.	40
" Platinate, oz.	15
" Soda, Hydrochlorate, oz.	25
" Vlemmicks (Calc. Sulph.), Wr	65
" Normal Volumetric, Ac. Hydrochlor, Wr.	2 25
" " " Sulph., Wr.	2 25
" " " Potash, Wr.	2 25
Somatose, oz.......	50
" " and Iron, oz.	60
Somnal, oz.	65
Sozoidol. Mercury	0 50
" Potassium, oz.	1 25
Soy, Indian, gal.	75
Sozoidol, Mercury	1 50
" Potassium, oz.	1 25
" Sodium, oz.	1 25
" Zinc., oz.	1 30
Sparteiu, Sulph. ⅛ oz., bot., each	25
Spermaceti, lb.	50
Spirits, Ammon.. Aromat., lb.	65
" Camphor, pt.	85
" Chloroform, lb.	65
Stannous, Chloride, C.P., oz.	15
" Nitrate, (solution), oz.	30
" Sulphate, oz.	40
Stannic Chlorate, C.P., oz.	25
" Chloride, oz.	40
Stannic, Sulphate, oz.	40
Starch, Iodized, oz.	15
" Powd., lb.	8
Stearine, lb.	30
Stovaine, 5 gram., each	1 00
Strontia, Acetate, oz.	15
" Bromide, oz.	10
" Carbonate, oz.	10
" Chlorate, oz.	20
Strontia, Chloride, oz.	30
" Iodide, oz.	35
" Lactate, oz.	15
" Muriate, oz.	5
" Nitrate, lb.	20
" " Dry, lb.	25
" Oxalate, oz.	10
" Oxide, Caustic Cryst.,pure,oz.	10
" Phosphate, oz.	15
" Salicylate, oz.	15
" Sulphide, oz.	15
Stropanthin, oz.	2 00
Strychnine, oz.	1 05
" Acetate, oz.	2 00
" Arsenate, oz.	2 00
" Arsenite, oz.	2 00
" Citrate, oz.	2 55
" Glycerophosphate, oz.	3 20
" Hydrobromate, ⅛ oz. for	35
" Hydrochlorate, ⅛ oz. for	15
" Hypophos., ⅛ oz. for	40
" Nitrate, ⅛ oz. for	25
" Phosphate, ⅛ oz. for	20
" Salicylate, ⅛ oz. for	25
" Sulphate, oz.	1 00
" Valerianate, ⅛ oz. for	
Stypticin, 15 graiu bot., each	40
" Tablets, box., each	35
Styptol Tablets, tubes of 20, each.	45
Styrone, liq., oz.	1 50
Succus Conium, lb.	75
" Tarax, oz.	10
Sucrol, oz.	1 25
Sulfonal, oz. (Mercaptol)	20
Sulphaminol, oz.	2 00
Sulphur, Chloride, oz.	15
" Iodide, oz.	45
" Precipitated, lb., pure	25
" " Opt., lb.	20
" Powdered, lb.	3½
" Sublimed, lb.	4
" " Extra, lb.	5
Sulphur, Roll, lb.	4
" Vivum, lb.	6
Symphoral, 25 grammes for	2 50
Tamarinds, lb.	10
Tannalbin, oz.	50
Tannigen, oz.	85
Tannoform, oz.	40
Tannopine, oz.	1 05
Tar, Barbadoes, lb.	12
" Stockholm, lb.	15
Tartarus Borascutas, oz.	20
Terebene, oz.	15
Terpin, Hydrate, oz.	10
" Peroxide, oz.	1 00
Terpinol, Liquid, oz.	15
Tetraethyl, Ammonium Hydroxide ⅛ oz. for	1 50
Tetronal, 25 grammes for	3 50
Thalline, Tartrate, oz.	3 25
Thallium Sulphate, ⅛ oz., ea..........	60
Theine, oz.	70
Theobromine, oz.	1 25
" Salicylate, oz.	15
" and Soda Salicylate, oz.	70
Theocine, Soda Acetate, oz.	3 00
Thermodin, 25 grammes for	2 00
Thermol, oz.	1 00
Thiocarbamide, oz.	1 00
Thiocin, oz.	3 60
Thiocol, oz.	1 40
Thioform, oz.	75
Thiol, oz.	40
Thiosinamine, oz.	90
Thorium, Nitrate, ⅛ oz. each	20
Thymol, oz................	20
Thyraden, 25 grammes for	1 30
Thyroidine, oz.	1 25
Thyriodin, 25 grammes for.............	1 25
Tin, Metal Sticks, oz.	15
" Granulates, lb.	1 20
" Mono Sulphide, oz.	25
" Powder, Fine, oz.	20
Tin. Rasped, oz.	12
Titanum, oz.	75
Toluene, lb.	60
Tow, lb.	30
" Carbolated, lb.	
" Styptic, lb.	35
Tribromphenol, oz.	1 60
" Bismuth, oz.	55
Triethylate, oz.	60
Triferrin, oz.	1 20
Trikresol, oz.	15
Trimethylamine, oz.	55
Trional, oz.	1 20
Triphenin, oz.	65
Tropacocaine, 5 grains for	20
Trumaticin, oz.	20
Tumenal, 25 grammes for	55
Turpentine, China, oz.	40
" Venice, lb.	1[illegible]
Unguentum, Crede, oz.	1 2[illegible]
Uranium, Acetate, oz.	75
" And Ammon Fluoride, oz.	1 10
" Chloride, oz.	60
" Iodide, oz.	75
" Nitrate, oz.	60
" Oxide, oz., Blk.	60
Uranium Sulphate, oz.	60
" Sulphocarbolate, lb.	80
Urea Crystals, Pure, oz.	20
" Nitrate, oz.	45
Urecedin, oz.	60
Urethane, oz.	50
Urotropin, Schering's, oz.	75
Valerianate, Merck's, ⅛ths	5 30
Validol, 25 grammes, ea.	1 25
Vanilline, oz.	50
Veratria, Pure, ⅛th, oz. for	40
Verdigris, balls, lb.	20
" Pulverized, lb.	30
Veronal, oz.	1 80
" Tablets, tubes of 10 each	70
Vinegar, Cantharides, lb.	60
" Squills, lb.	10
Water, Anise, lb.	10
" Camphor, lb.	10
" Cherry Laurel, lb.	25
" Chlorine, lb.	10
" Cinnamon, lb.	8
" Dill, lb.	10
" Distilled, gall.	15
" Elderflower, lb.	35
" Fennel, lb.	10
" Lime, pt.	7
" Orange Flower, lb.	25
" Peppermint, lb.	20
" Rose, lb.	25
Wax, Bayberry, lb.........	45
" Brazil or Carnauba, lb.	75
" Ceracine, lb.	30
" Japan, lb.	20
" Paraffin, Sterilized, 25 gram packages, each	65
" Parafine, lb.	20
" White, No. 1, lb.	70
" " No. 2, lb.	50
" Yellow, (Beesewax) lb.	55
Wine, Aloes, B.P., lb.	60
" Antimony, lb.	35
" Colchici, Rad., lb.	50
" " Sem., lb.	50
" Ergot, lb.	50
" Ipecac, lb.	60
" Iron, lb.	40
" " Citrate, lb.	50
" Opium, lb.	90
" Orange, lb.	25
Xylol, oz.	10
Yohimbine, Cryst. (3 gr. tubes) ea.	1 50
" Tablets, (tubes of 10), each....	90
Zinc, Acetate, pure, oz.	5
" Benzoate, oz.	20
" Bromide, oz.	15
" Carbolate, oz.	15
" Carbonate, lb.	30

(Continued on page 711)

The Canadian Druggist

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Advertising*

By R. W. Holland, Vancouver, B. C.

At the beginning of this paper that I have been asked to read to the members of this Association, it would be well for us to come first to some definite conclusion as to what the work "advertise" means. The word "advertise" is composed of two Latin words: "ad" meaning "toward" and "vertere" meaning "to turn," so that in its narrow sense to advertise means "to turn toward." There is, however, a much broader meaning than this now-a-days, and to cover that broader meaning I would suggest that a good working definition is that advertising is the act of creating a want, and of turning that want towards your supply.

Advertising to-day is an exact science. It is no longer the gamble that it was ten years ago. It is governed by certain known laws and principles that make it possible to reduce advertising and results to a certainty.

Farming is often described as an exact science, and as an illustration of what is meant, let us compare advertising with farming. The farmer knows that a seed contains a germ of life that will grow into a resemblance of its parent. He knows that it must be placed in the ground at a certain period of the year. He knows that the soil must contain certain chemical ingredients. He knows that the earth must be put into a certain state of cultivation, and he knows how to harvest the fruit. For the rest he has faith, and his faith is the result of experience. Every human act is colored by faith. You trust your salesman. You trust the manufacturers. You trust your customers. You even trust the railroads. You have faith in your ability to sell and you have faith in the consumer, and all this faith is the result of your experience.

Compare now with the farmer the good merchant who knows his goods. He knows that each article in his store is of use in his community. He knows he must offer each article for sale at the right season of the year. He knows he must let the people know he has the goods for sale, and he knows he can sell the goods if the people come to his store. For the rest, like the farmer, he has faith, and his faith is the result of experience.

Let us go a little further into this and see if we cannot put our finger on the certainties of advertising. First, we have the goods. When you know them, and have studied all their potentialities then the act of advertising them is merely the exercise of intelligent common sense. Second, the instrumentality through which we shall make known to the consumer the fact that we have the goods is reducible to a certainty by experience and calculation, and can be roughly divided into (a), Personal Advertising; (b) Window and Interior Display; (c), Store Arrangement; (d), Printed Copy. (This latter referring to newspaper advertising, catalogues, booklets, form letters, etc.) Third, the consumer is a certainty, and the best way to analyze the consumer is to put yourself in his place. The more readily and accurately you can do this the more value will your advertising have.

After a good many years of experience as an advertising man, six of which have been passed as manager of the advertising department for McLennan, McFeely & Co., wholesale hardware, I am convinced that the only real uncertainties in advertising are economic conditions. If people are actually too hard up to satisfy their wants, it is impossible to turn their demands towards your supply. In this case, however, you are no worse off than the farmer who may never make a red cent after all his efforts during any one year, and you may not reap any result from your advertising. The farmer's effort in this case is all loss, but no advertising is ever wasted. If you build your campaign upon knowable certainties, rest assured the results will accumulate next year, or if not next year, then the year after. Don't forget that—

"If you toot your little tooter and then lay away your horn,
There's not a soul in ten short days will know that you were born.
The man who gathers pumpkins is the man who plows all day,
And the man who keeps a-humping is the man who makes it pay.
The man who advertises with short and sudden jerks
Is the man who blames the editor because it never works

*Read before Canadian Pharmaceutical Convention, Vancouver, Aug. 1912.

The man who gets the business has a strong and steady pull,
He keeps his trade and paper from year to year quite full,
He plans his advertisement in a thoughtful, honest way,
And keeps forever at it until he makes it pay."

Much food for thought in this little jingle !

Just call to mind some of the successful ones you know.

They go at it just as you would were you to accept the best as it is pointed in the moral of this rhyme.

Here let us digress a little from the straight line of my subject. The cry of the dealer from one end of America to the other is "Keep your money at home," "Patronize home industry," "Build up your home markets," etc., etc. These are all aimed at the catalogue house. Yet it seems to me that a local merchant can often take the matter home to himself with considerable advantage. One of the brightest retail merchants in America, in a paper read by him before a body similar to the one I have the pleasure of addressing, stated that an investment of stock of $1,000.00 earning 20 per cent., turned over four times each year for ten years, or forty times in all, will produce $146,870.-74 in gross profits. His advice is "Limit your stock to the most salable goods. Carry but a very small stock of goods that are in little demand. Sell goods that can be turned over often on a small margin. Buy often in small quantities from the nearby jobber, and don't needlessly tie up your capital by buying from the market a long distance away." Further on in his paper he states that the poor buyer is the man who is always so busy trying to get the little extra one to 2½ per cent. that he has no time to devote to selling the goods and turning over his stock. You may say this has nothing to do with the subject in hand, but allow me to remark in this connection that the stock of the dealer and his business methods is the basis of all his advertising.

The catalogue house sells its goods through the catalogue, the booklet and the form letter. They have no travelers, very often they have no retail stores, and depend largely upon the completeness of the description of the articles in their catalogue or other printed matter. One catalogue house in Chicago last year did a business of $70,000,000 by this means. There is not a member of this Association listening to me now who should not supplement the work of his store and the advertising that takes place within his store by the issue of either catalogues, booklets, form letters, or some other methods of direct advertising, drawing attention to seasonable goods.

In preparing your catalogues, folders and booklets, you should, wherever possible, show illustrations of the article, and each item should be described accurately and minutely, laying particular stress upon its good qualities. You should try and give the reader a mental image of what you have for sale. You should try and imbue him with a desire to possess. In other words, you should talk to him in your printed matter just the same as you would in your store, only with greater vividness, for in your store you have the article to display. The preparation of advertising copy, whether for catalogue, booklet or newspaper, is just as simple and easy as talking. The trouble is that most men when they get a pencil or pen into their hands seem to become impregnated with certain stilted and formal methods. How often do you see a letter beginning : "I have the honor to inform you," or "I beg to advise you," or "Your letter of such and such a date duly received," and going on in this stilted and ridiculous fashion through to a stitled and ridiculous end. Men and women don't talk this way in ordinary personal conversation. Why, therefore, in writing advertising copy can you not divest yourself of these stilted methods and speak through your pen or your pencil just as you do through your mouth ? If this is done you will get into your copy your own personality, and it is this human element, this personal element in advertising copy that makes it valuable.

Get the personal, the human element into your copy, but leave the first person singular out. The great fault with ordinary advertising is that the big "I" or "we" sticks out everywhere. "I have so and so to offer," "we contemplate this," or "we will do that." Granted that the closest thing to you is "you." Always remember that the never-ending source of attraction and concern to me is "me," and thus the ordinary ad. writer kills his hearing because he begins talking about himself instead of about you.

Don't begin every other sentence with "we." You may be the ruling power in your own world, but your customer doesn't know it. To himself he is the king of his own little kingdom. He has so many things to think about that he isn't interested in what you are doing, and yet he is the man you must get close to if you expect to get him to do what you want.

Let me leave this thought with you this evening as the first great fundamental principle of good advertising copy. Make everything of this kind you write sound as if written from the viewpoint of the person you wish to reach. Stop using the word "we" so much and use the word "you" oftener.

Let us for a few moments consider some of the elements that enter into good selling copy. It must be based logically upon the principles of salesmanship. It must contain : first, the opening, which gains the reader's attention and prompts him to read on ; second, the description and ex-

STIMULATION!

Every report we get from wholesaler or retailer tells the same story—regularly increased sales of

SANITOL TOOTH **POWDER OR PASTE**

There's no gainsaying the fact that the forceful and aggressive campaign we have been conducting, together with the merits of the goods themselves, has put Sanitol Tooth and Toilet Preparations in the van of all similar products.

AND YOU?

You've felt the effect if you've had the goods in stock—perhaps you've overlooked the number of requests if you've not had them in stock. Come in now and be surprised at the speed with which you'll have to re-order.

Sanitol Chemical Laboratory Co.

Toronto, Ontario

Manufacturers in Canada of high class tooth and toilet preparations, exclusively

AUTOMATIC SYPHON

which can be used for drawing off of Lye Acid, Acetic Acid, Hydric Chloride, Sulphuric Acid, Nitric Acid, Fluoric Acid, Chemical Solutions, Salammoniac, Benzine, Oil, Wine, Beer, etc., etc.

No sucking — **No evaporating**
No bubbling over — **No burning**
No breaking in pieces — **No funnel**
No overflowing — **No double filtering**

A pressure with one hand is sufficient. Thousands of Syphons are in use.

8 m/m sh 14/- = $3.50. 11 m/m sh 17/- = $4.22.
15 m/m sh 20/- = $4.85.

F.O.B. every place in the Dominion of Canada where a post office exists.

TERMS—Payment in advance, or postal orders.

Sole Manufacturers:

Universa Trading House, Berlin-Steglitz 27, Germany

You Would Make Money

by acting as our representative in your vicinity.

We want a Druggist in every Town in Canada to have an Acousticon ready to show to the Deaf people and the friends of deaf people in the community.

THE ACOUSTICON

is the original electrical aid to hearing, and over 70,000 of them are now in use.

The New Sound Regulator Acousticon, which may be instantly adjusted by the wearer to magnify sound anywhere from 200 to 500 per cent. is the most advanced product of science for assisting the Deaf to hear.

Deaf people who have an opportunity to try an Acousticon, invariably buy one; they buy without persuasion other than that of the instrument itself. With the New Sound Regulator, the Acousticon makes an appeal to deaf people that they cannot resist—it enables any deaf person, no matter how bad the case may be, to enjoy normal hearing.

SEND FOR OUR PROPOSITION.
IT WILL INTEREST YOU. . .

The General Acsoutic Co.
of Canada, Limited
468 Yonge St. - TORONTO

The new sound regulator-type R.B.

planation so vivid as to give him a mental picture of the proposition ; third ; the argument or proof showing the value and advantages of the article and creating a desire in the reader to possess ; fourth, persuasion, which draws the reader to your way of thinking by showing the adaptability of the article to his needs ; fifth, inducement, which gives him a particular or extra reason for acceding to your proposition ; sixth, the climax or clincher, which makes it easy for the reader to carry out your wishes. These elements may be taken as the basis for the successful advertising copy.

Please remember you must, first, get the attention of your reader. This may be done in a number of ways by an opening sentence or paragraph that arouses his curiosity, or by a striking statement that hits some of his own problems, difficulties or desires.

Following this attention-winning opening, the good copy runs directly into the description and explanation which is planned to gain the reader's interest. This part must be specific. Every salesman knows the value of the actual demonstration; of having his goods on the ground so that the prospect can see and feel and understand. In advertising you cannot show your goods. You must depend on description. Give the reader a definite idea of what you have to offer. Picture the article, its use, its advantages so vividly that it swims before his mental eye.

Persuasion should follow fast upon the heels of argument. Here you must show the reader tactfully how acquisition will bring benefit to him personally. Possibly the best kind of persuasion is the subtle suggestion which pictures to the reader the satisfactions, the actual gain which ownership will bring.

Then another thing which the advertisement as well as the salesman must do, is to offer a specific inducement. You all know how the clever salesman manipulates his talking points. Always he holds back until the last some extra reason why you should accept his proposition. This is the part that inducement plays in the advertisement, and it culminates in the climax or clincher. As you hesitate, whether or not to buy, the shrewd salesman shoots at you one last advantage that he has held in reserve, and you will also recall that he follows it up immediately by placing before you an order slip ready for you to put your name down on the dotted line. He has learned the secret of making it easy to order, and that is what you must do in your business getting advertising. Follow up your last inducement and your "Act To-day" by giving the man something to sign ; a post card, a coupon, something that is ready to return. Make it so plain what he is to do that there can be no possible misunderstanding, say it in so many words, will be necessarily brief, because I am talking to a your climax so direct, so strong, so simple, and so characteristic of your own personal business methods that the reader cannot resist the temptation to buy.

By personal advertising, I mean that kind of advertising where the prospective consumer comes in personal contact with the goods. Personal advertising, however, takes place inside the store. Let me divide this part of my paper into :—"Salesmanship," "Store Arrangement," and "Interior Display."

My remarks under the heading of salesmanship will be necessarily brief, because I am talking to a body of men who should know more about this phase of advertising than I do myself.

As in all forms of advertising the first element to be considered in selling talk is the doods. The indifferent salesman really does not amount to very much as an advertising proposition. Don't do negative advertising. If you cannot turn the demand your way, don't turn it to a competitor.

Every meritorious piece of goods abounds in talking points. The good salesman should analyze every article that comes under his supervision. The talking points should be ascertained by examining and handling, by studying the description, or by talking about the article with the manufacturer's representative.

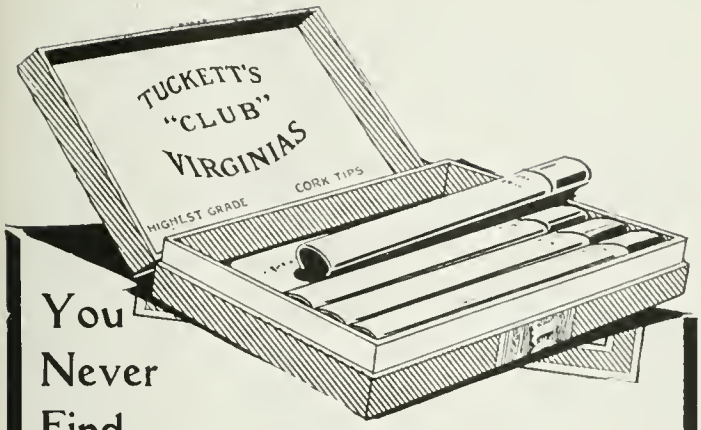
Above all, the salesman should be neat and pleasing in appearance in order to attract. Be informed and enthusiastic in order to interest. Be suggestive and sympathetic in order to create the desire. Be forceful and positive in order to complete the sale.

Salesmanship and store arrangement are simpl corollaries of advertising, and incidental to it. There are three good ways of getting new ideas on store arrangement. First by carefully reading trade papers. Second, by attending, as you gentlemen are, trade conventions. Third, by going to market yourself once in a while, and observing what other merchants in the same line are doing for the comfort and convenience of their partons.

How often have you heard people in your store say : "Why, there's something I have been wanting for a long time." If they had not seen it displayed they might never have purchased it. It pays to get goods out into the spot light of publicity. Let people see them and handle them.

Here is a good general rule. If you desire to push a profitable article, ask the manufacturer for display matter. Get signs and display stands, all that you can accommodate without making your store bewildering. Above all things, display profitable goods, especially goods that will create and satisfy new wants.

There is no question about it, the easiest and cheapest way to advertise is by making interior



You Never Find

the TUCKETT line among the dusty shelf-worn, moth-eaten, "left-overs." The TUCKETT reputation for making goods of sound quality, aided and abetted by sane, convincing advertising liberally used, are the factors which keep TUCKETT Cigarettes in constant circulation. 55 million sold last year and still going to keep up with the demand. What possible chance is there for left-overs?

Tuckett's Cigarettes

Tuckett's Club Virginias, 15c for 10
Tuckett's Special Turkish, 15c for 10
Tuckett's T & B, - 10c for 10
(Retail Prices Quoted)

TUCKETT, LIMITED, HAMILTON, CANADA

NEAVE'S FOOD

FOR

INFANTS, GROWING CHILDREN, INVALIDS AND THE AGED . . .

The Standard Infants' Food in Great Britain for upwards of 85 years.

MANUFACTURED BY

J. R. NEAVE & CO., Fordingbridge, Eng.

Samples and Full Particulars forwarded to the trade by the Agent for Canada:

EDWIN UTLEY, 14 Front St. E., Toronto

Sold in 1 lb. tins and stocked by every wholesale druggist in Canada.

The Leading Line

Beecham's Pills

- Notice to the Trade -

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion, and the fact that Beecham's Pills are so well-known and valued by the residents who have come from the British Isles, the demand is rapidly increasing, and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price. The following firms are the Distributing Agents:

All Depots and Branches of the National Drug & Chemical Co. of Canada, Limited.
Messrs Lymans Limited., Montreal.
Messrs Lyman Bros. & Co., Limited, Toronto.
Messrs Martin Bole & Wynne Company, Winnipeg.

WHOLESALE PRICES:

Less than one dozen	$2 30 per dozen	less 5%
One dozen	2.20 " "	
Six dozen	2.10 " "	

displays. Trot the goods out, keep them clean and bright, call the customers' attention to them, then at the psychological moment culminate the sale. Again let me urge you, practice good salesmanship. Make your store attractive, display goods that will create and satisfy a want.

Some dealers evidently look upon the front window of their store merely as an architectural necessity, a whole to admit light. Most dealers nowadays, however, realize the advertising value of the show window, and most good advertising men consider the show window the best advertising instrumentality available to the merchant. Your show window advertising is of particular value in connecting the circuit between the producer and the consumer. In the case of a window display possible customers will see that you carry the actual goods they have seen advertised so largely in the national magazines. Window displays, however, do more than close the circuit of distribution. They create original wants. Sometimes an article has uses so plainly apparent that the mere sight of it suggests a desire to possess. One of my retail hardware friends had a lot of fine brass cuspidors in stock. He had them for a long time and they were not in demand. It occurred to him that those shining brass cuspidors would look well in a window trim. In some mysterious manner there arose a sudden demand for them. He thought the window display had a great deal to do with it, and strange to say, so did If

It does not take a great amount of ability to make a window display. Of course window displays can be better or worse, but every expert window trimmer started out by doing the best he could with the expectation of doing better with practice. I think every retail store should have one man delegated to look after the show windows. He will soon become interested, and will endeavor to make each display more effective than the last. If every clerk and member of the firm butts in on the window displays, no one will feel any responsibility in the results. What is everybody's business is nobody's business. It is a good thing all round to fix the responsibility. Your show windows are silent salesmen that will sell goods to you for people who possibly would never have entered your store had they not seen some article in your window that suggested itself as desirable, and remember also that getting them into the store leads to other sales.

I am afraid I am wearying you with an over long and wearisome discussion on the theory and practice of advertising, but the subject is one that can hardly be dealt with by sections. It enters into every solitary branch of merchandising. It permeates every corner of every business, and it cannot be treated intelligently, except as a whole. To do so in so short a time as that at my disposal I have found extremely difficult, and I hope you will bear with me and forgive the unconnected nature of this paper.

Let me conclude, therefore, by drawing the threads together. The result that should be aimed at is to acquire the most valuable asset any retail merchant can have, a good sized list of permanent customers, each individual one of whom is a walking advertisement of his store. Securing the confidence of the retail customer means that the merchant must offer for sale the best goods he can obtain. His methods must be honest and his arguments truthful. The widespread influence of a satisfied customer is a form of advertising beyond purchase. The matter of making a permanent customer rests on confidence, and confidence is secured by showing every customer that he is actually getting the best value for his money with a service that cannot be duplicated elsewhere. The retail merchant who would have his customers his friends should show a feeling of personal interest. This means he will have to listen to their troubles, sympathize with them in everything and take a personal interest in the things which affect their profit or loss. This broad policy of business management must first be shown in the store's advertising. Every ad should be so worded that it carries the spirit of liberality and reasonableness. Its tone should convince the reader that the merchant is his friend, and is willing to perform the services of counsellor.

Every advertisement should be in some way educational. It should be thought out and written with the idea of creating a new impression or strengthening some impression already given. To be a successful advertiser requires a certain advertising instinct, and perhaps I can best illustrate what I mean by telling the following story.

"A young fellow, in speaking of a lady of his acquaintance, to whom he had been paying attention, stated that the young lady in question had the advertising instinct very strong. Hanging on the wall in her parlor was a celebrated picture entitled 'The Kiss.' On the occasion of one of his visits she had hung up a sign underneath the picture which read 'Do It Now.' By this simple means she created a want and turned the consequent demand towards her supply, much to her satisfaction and to his."

The best advertising one can have is the confidence inspired by correct delivery of goods. Anything like discourtesy, no matter how often or completely explained, is certain to be remembered You can advertise until you are red under the collar or black in the face, and if you palm of on an unsuspecting patron a second rate article you do yourself an incalculable injury which may come up again and again in the most mysterious way. The

(Continued on page 757.)

Merck's Ether for Anaesthesia

E. Merck

Guaranteed pure and especially suitable for Anaesthesia by Inhalation, therefore preferred and in daily use by prominent Physicians and Hospitals all the world over.

Supplied in 4 oz. and 1 lb. g.s. bottles

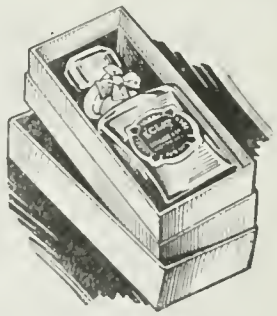
Darmstadt

REMINDER!

Keep well stoppered in a cool place. Its vapor being highly inflammable, administer only by daylight or electric light.

ECLAT

The New COLGATE Odor = = = =
In Perfume, Talc and Toilet Water



Colgate's "ECLAT" is a new, distinctive and altogether charming odor. Its Oriental richness and exceptional lasting qualities have already made it very popular wherever introduced.

Colgate's Eclat Extract in ½ pint bottles and in one and two-ounce bottles—boxed.

Colgate's Eclat Talc in handsome sifter-top tins, as illustrated.

Colgate's Eclat Toilet Water in 6 oz., 4 oz. and 1½ oz. bottles.

The captivating novelty of this odor will make Colgate's Eclat preparations strong Christmas sellers. You can get a supply from your wholesaler.

COLGATE & CO. Established over a century

Dept. E, CORISTINE BUILDING, MONTREAL.

W. G M. SHEPHERD, Montreal, SOLE AGENT FOR CANADA.

DRUGGISTS'

BOTTLES AND GLASSWARE

Are "You" buying from us? If not, then why not?

Join Our Profit Sharing Bottle Club

It is the Best Bottle Proposition ever offered to the drug trade.

WILL INTEREST YOU. **SAVES YOU MONEY.**

Prices Better Than Ever. We Lead, Others Follow.
Our Service is Unequalled. Quality and Price Unbeatable.
Write At Once For Full Particulars. It Will Pay You.

THE BEAVER FLINT GLASS Co. LIMITED

TORONTO, Canada

STAR SEAMLESS Water Bottles

TRIM YOUR WINDOW WITH THE

"Ever Ready Window Display"

Sent free with your Star Water Bottle order.

VENO-STAR WATER BOTTLES are the only strictly seemless ones made. Moulded in one piece—Made of the best obtainable grade of Para Rubber—They are full capacity and fully guaranteed.

Ask Your Jobber or Write us Regarding our Special Offer.

THE STAR RUBBER COMPANY

170 Sweitzer Ave. **AKRON, OHIO**

Absolute Price Protection

is what makes the retail Druggists throughout Canada glad to SELL

Glaxo

(The Food That Builds Bonnie Babies)

and to PUSH it.

We are able to protect you because you buy direct from us.

All Information on Request

Support your principles and send your order for Glaxo to

G. W. DAVEY & CO.

Wholesale Agents

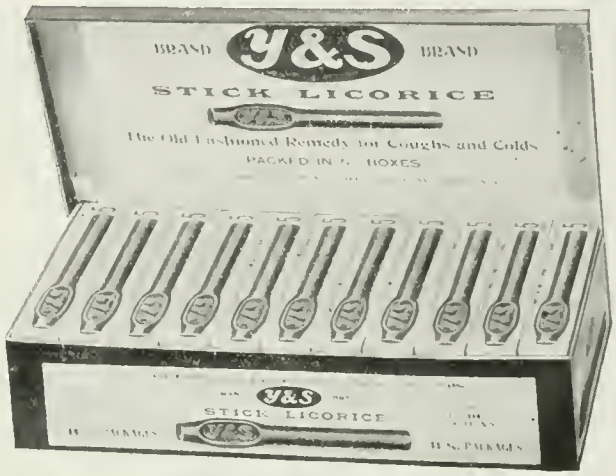
354 Main Street WINNIPEG
34 Victoria Street TORONTO

Glaxo turns Customers into Friends!

Y & S STICK LICORICE

NOW PACKED FOR THE FIRST TIME IN INDIVIDUAL 5 cent BOXES

WE MAKE EVERYTHING IN LICORICE



AN INNOVATION WHICH HAS WON INSTANT POPULARITY. IT HAS MANY ATTRACTIVE FEATURES

ALL DRUGGISTS AND CONFECTIONERS

MADE SOLELY BY

NATIONAL LICORICE COMPANY
MONTREAL

FINE PHARMACEUTICAL - - PRODUCTS - -

TRADE MARK 'TABLOID'
TRADE MARK 'SOLOID'
TRADE MARK 'KEPLER'
TRADE MARK 'HAZELINE'
TRADE MARK 'ENULE'
TRADE MARK 'WELLCOME'
TRADE MARK 'VAPOROLE'
TRADE MARK 'ELIXOID'
TRADE MARK 'VALULE'
TRADE MARK 'VALOID'

The Products bearing these Trade Marks or Brands are characterised by exceptional purity, efficiency and elegant production. They are issued by

BURROUGHS WELLCOME & CO.
LONDON (ENG.)

MONTREAL:
101-109, Coristine Building

NEW YORK:
Offices and Exhibition Room:
35, 37 & 39, West Thirty-third Street

SYDNEY CAPE TOWN
MILAN SHANGHAI
BUENOS AIRES

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

Full stocks are held at the following depots:—

TORONTO, ONT.: W. J. A. & H. Carnahan; Drug Trading Co.—LONDON, ONT.: Cairncross & Lawrence—WINNIPEG, MAN.—R. A. Gillespie—VANCOUVER, B. C.: J. A. Tepoorten & Co.—CALGARY, ALBERTA: James Findlay Drug Co.

E 247

All Rights Reserved

LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited

Montreal Chemical Works

1-15 Dalhousie St. - Montreal

"FROSST'S"
PHARMACEUTICALS

A uniform quality.

A uniform discount throughout.

When ordering from your wholesaler specify "Frosst."

Charles E. Frosst & Co. **Montreal**

ANTI-DUST
Sweeping Powder

IS A

Life-Preserver

Because it kills all disease germs.
No dust while sweeping.
Floors clean, carpets bright.
Home fresh and sweet.

The sale of Anti-Dust is enormous

Agts. for Ottawa--The Lauro Chemical & Perfumery Co.
Agts. for Kingston--Fenwick, Hendry & Co.
Agts. for Ontario--The McLaren Imperial Cheese Co. Ltd.

The Sapho Manufacturing Co., Limited
586 Henri Julien Ave., MONTREAL.

For Sale by all Druggists.
In Tins only, 10c., 20c., 35c.
Address: Post Office Box 67, Toronto, for free copy of "The Keating Booklet,"—it tells about bugs. G1

Order through your wholesaler

Keating's Powder may be recommended to kill, or drive away, any form of household pest. It is harmless except to insect life—odorless and stainless.

The Source of the Cocaine Supply.

PERU, JAVA AND CEYLON THE PRINCIPAL PRODUCERS—JAVA INCREASE 18-FOLD IN FOUR YEARS.

The world's supply of the deadly "coke" comes from Peru, Java, and Ceylon, the amount produced in other countries being insignificant. According to De Jong, the world's consumption of cocaine in 1910 was 12,000 kilos (26,400 pounds), Java exports only leaves, which are taken by the large European factories. The Javan leaves contain very little cocaine, so that it does not pay to work them up where they are grown ; but they are rich in other ecgonine basis, which are easily converted by chemical means into cocaine. The quantity of coca exported from Java has grown enormously within a few years. The dutch planters have put the cultivation of the coca shrub in such a thriving condition that they look forward to the practical suppression of the Peruvian production. In 1904 Java sent 57,000 pounds of leaves to Holland and Germany, which handle the entire output. In 1908 the exportation reached the enormous figure of 1,026,000 pounds, an eighteen-fold increase in four years. The Ceylon leaves contain more cocaine than the Java variety, and therefore more esteemed for the manufacture of galenicals, and command higher prices. The exports from Ceylon were 68,000 pounds in 1909.

The greatest producer of crude cocaine is Peru, which, in 1907, is credited with 6,000 pounds, representing about 1,200,000 pounds of leaves. Peru also ships the coca leaves as such, but the largest proportion of the crop is converted into the crude alkaloid where it is grown. This results in a great saving in transportation, as the average percentage of cocaine in the leaves is only about 0.5. The process of manufacture in Peru is rather primitive, and the impure product is sent to Germany for purification. The leaves are first soaked for four days in four changes of dilute sulphuric acid (one-half per cent), and the liquor is passed through a screen. It is then made alkaline with sodium carbonate (the use of stronger alkalies must be avoided, as they convert the cocaine into the less valuable ecgonine basis), and it is extracted by stirring gently for three or four hours with petroleum. The oily layer is next washed with water, to remove traces of free alkali, and the cocaine is then obtained in impure solution by shaking with a dilute acid for 30-40 minutes. The alkaloid is precipitated by adding sodium carbonate solution, and is allowed to settle for 12 hours, after which it is collected, washed, and pressed out into a soft mass containing from 87 to 93 per cent. of cocaine. If the mass is brownish, the purification with acid and alkaline carbonate is repeated. A small factory, employing four or five workers, can produce one kilo (2.2 lbs.) of crude alkaloid every 24 hours, at a cost of between $21 and $23 per pound, depending on the price of leaves.

Coca leaves suffer rapid deterioration in transport, the damp, warm holds of the vessels sometimes causing complete hydrolysis of the cocaine into benzoyl ecgonine or ecgonine. These substances are extracted in the European factories, and are then methylated or benzoylated, re-forming methylbenzoyl-ecgonine, or cocaine. For this reason, a large amount of the cocaine on the market must be regarded as partially synthetic, which, however, does not reduce its value or action.

London Medical Exhibition.

The exhibit of Messrs. Burroughs, Wellcome & Co. was a most interesting, and in many respects fascinating one, comprising as it did tasteful displays both of the well-known staple products of the firm and of the newer preparations, synthetic, biological, etc., which are the outcome of the elaborate and painstaking scientific researches constantly being carried on in their laboratories.

An excellent example of this latter class is "Ergamine" a newly disvovered active principle of ergot, now presented to the medical profession as "Tabloid" Hypodermic "Ergamine" in convenient form for clinical trial. This substance is an intense stimulant of plain muscle and particularly of the uterus, which responds to mere traces of it. Its use is suggested in such conditions as post partum haemorrhage where prompt uterine contraction is required. "Ergamine" is also presented in combination with the other active principles of ergot, all of which were isolated at the Wellcome Research Laboratories, in "Ernutin," shown in forms suitable for oral and hypodermic use. This preparation has been aptly described as "ergot idealized" ; it has all the good qualities of the older ergot preparations and none of the bad ones.

A recent and important addition to the list of "Tabloid" preparations is "Tabloid" Bismuth Substantonate Compound, which contains the well-known vermifuge santonin in the form of a stable and non-irritant bismuth salt associated with a dose of the laxative phenolphthalein. The product is made with a chocolate basis which makes it attractive to children, and it is a capital example of scientific modern pharmacy.

Other scientific productions of the firm exhibited included "Epinine" the remarkable synthetic analogue of the surpa-renal active principle first prepared at the Wellcome Chemical Works, and "Vaporole" Pituitary (Infundibular) Extract which has of late come to be so widely and successfully used in combating shock and collapse, as a uterine and intestinal stimulant and for various other purposes. It is put up in the useful "Naporole" hermetically sealed containers, which keep their

contents sterile and undeteriorated until required for use. "Epinine" is also obtainable as a "Vaporole" product as well as in stoppered bottles. A combination of "Epinine" with Cocaine, forming an excellent local anaesthetic, was exhibited under the name "Epicaine."

"Tabloid" Ophthalmic "Epinine" for use in eye work, and "Tabloid" "Epinine" Compound, for the local application to the throat of "Epinine" in combination with expectorants, sedatives and antiseptics, were also shown.

The various sera vaccines and tuberculins prepared at the Wellcome Physiological Research Laboratories and issued by Messrs. Burroughs, Wellcome & Co. formed as usual an important feature of the exhibit. Concentrated Diphtheria Antitoxin "Wellcome" is a great advance on the older anti-diphtheria. sera, since it reduces the bulk of the dose by about 60 per cent. The latest "Wellcome" vaccine is Streptococcus vaccine, Dental, prepared from several strains of streptococci isolated from cases of pyorrhoea alveolaris and intended for use in that very common condition. Of special interest in these days of renewed activity in tuberculin — therapy is New Tuberculin (W), "Wellcome," prepared by a process designed to render it at once active therapeutically and more easily absorbed than Koch's T. R.

Very elegant and attractive are the "Vaporole" products for inhalation, such as "Vaporole" Aromatic Ammonia, "Vaporole" Amyl Nitrite and "Vaporole" Chloroform and Ethyl Iodide Compound. The last-named is a useful combination in all forms of laryngeal spasm. These products in the dainty absorbant coverings only require to be crushed between the fingers to be ready for inhalation.

A full range of "Tabloid" Hypodermic Cases, Medicine Chests, Bacteriological and Analysis Cases, and "Tabloid" First-Aid was exhibited and demonstrated most strikingly the success with which the art of compression, without reduction of efficiency, is practiced by this firm. Equally worthy of notice in this respect are "Tabloid" Pleated Compressed Bandages and Dressings, a new packing for which was shown which reduces the risk of contamination to a minimum. The bandage unfolds and glides through a slot. It can be used in the same way as a roller bandage with the advantage that every inch is clean and uncontaminated. The latest dressing "Tabloid" Bismuth Gauze, offers a powerfully antiseptic, non-toxic and inodorous product well qualified to replace the useful but generally obnoxious iodoform gauze.

The man who lives beyond his means pays for it, if not in cash.

A good man isn't a good liar, which is the difference between a good man and a good fisherman.

How to Sell Goods.

The first requisite for successfully selling goods, says a writer in the "American Druggist," is to know the goods one is selling, to know all about them, to be able to answer the questions of a customer as to their quality, utility, durability, etc. Second in importance is to know one's goods so thoroughly that their superiority over other merchants' goods can not only be explained but shown so clearly to the customer that he himself will see why he should buy from your store instead of from another. The average customer who comes to the druggist to buy something comes to this store because he believes that the druggist has superior knowledge of the value and quality of the article desired, and if the druggist is not able to answer his questions or to explain clearly the uses and quality of the thing wanted, he loses prestige right then and there. Every druggist should constantly keep in mind that much of his business is done on the basis of confidence; that is, the customer confides in the skill and knowledge of the druggist to supply his wants in time of sickness or when he wants something of whose quality he cannot judge and must depend upon the druggist to give him the best value for his money.

There is no more convincing argument in making a sale than that of thorough familiarity with and knowledge of the article to be sold, and this applies more particularly to the drug store than to any other retail business. And because the customer depends so completely upon the superior knowledge of the druggist, failure to show this knowledge of goods causes loss of confidence—and consequent loss of sales. Any druggist worthy of the name and who has accumulated enough knowledge to pass his state board and receive its license to conduct a drug store should know enough of materia medica and pharmacy to answer intelligently the questions asked daily by customers as to the efficiency or effect of common household remedies, and he should be able to inform physicians of the best methods of combining drugs, the properties and character of new remedies and to supply well made galenical preparations. But all of this expected of the druggist, he gets little credit for such knowledge because it is no more than his duty to possess it and to use it for the benefit of his patrons.

To sell goods requires more than a pleasant smile and ability to tell the price offhand of any article in the store. The successful salesman must possess tact, patience, knowledge of his goods and the art of winning the customer's confidence. Of these, perhaps, the most important is winning the customer's confidence, and this can be done only by square dealing first and then exhibiting a knowledge of goods that convinces the prospective customer that he is safe in taking the word of the

Christmas Suggests the Gillette Safety Razor

It is high time to be planning your Christmas selling campaign:

—to single out those lines which are naturally most suitable for Christmas gifts

—par icularly for Christmas gifts to men (for whom acceptable presents are so scarce)

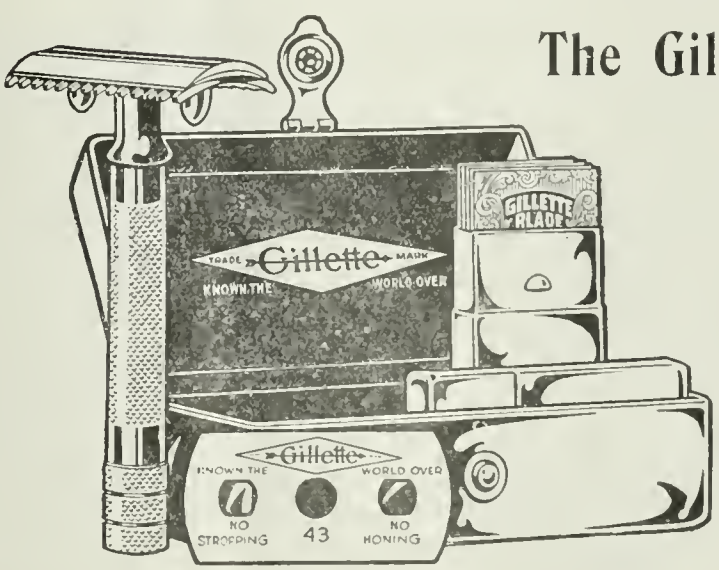
—and to see that you have on hand an ample stock of these best sellers.

Among men's Christmas gifts the GILLETTE Safety Razor stands out prominently as a leader in attractiveness, in every-day usefulness and in sales. The handsome Gillette sets, well displayed in windows and on counters, make a powerful appeal to every man, and even more to every woman, who is looking for a really fine present for a friend or relative of the bearded sex.

Have you prepared to stimulate this demand with a big assortment of GILLETTE sets, in Standard, Pocket Edition and Combination Styles?

If you haven't, do not delay your order, for all signs point to an exceptionally heavy trade this season. Already, even with the increased capacity which our new building gives, we are forced to work overtime.

Don't wait till the inevitable rush is on, and shipments may be delayed, but give us a chance to supply you now, when we can do so promptly and to your entire satisfaction.



The Gillette Safety Razor Co.

of Canada, Limited

Office and Factory:

The New Gillette Building

Montreal

TRADE Gillette MARK
KNOWN THE WORLD OVER

salesman as to its quality and value. It used to be said that salesmen, like poets, were born, not made, but the fallacy, like many other old fables, has been proven false by modern experience. A good salesman can be made, but he must do most of the making himself. Any young man starting out to make the drug business his profession can learn the art of salesmanship if he applies himself to its study, utilizes every experience and observation to correct his mistakes and to learn better methods. One of the best ways of learning salesmanship is to visit the large stores and note how salesmen there treat customers, note the impression made by their manner upon one's self and avoid the acts that cause unpleasant impressions and copy those that cause one to be a satisfied customer.

There is a greater variety of articles carried ordinarily in stock in the drug store than in any other line of retail business, but this should not discourage the druggist from striving to inform himself about them. His previous training will help him to judge as to their quality and systematic reading of his drug journals, advertisements as well as reading matter, will give him much information as to the special features or desirability of any class of advertised goods. It is taken for granted that the druggist is master of the art and practice of pharmacy, but what does he know about the various lines of goods carried in his store, such as rubber goods, toilet articles, brushes, soaps, perfumery, etc.? Can he explain to a customer why a hair brush at $1.50 is really cheaper than a brush that costs only 75 cents? Can he give his customer reliable information as to the quality and probable durability of a rubber hot water bottle or explain the reason for the difference in cost between two styles of fountain syringes? Can he point out the difference between cheap wood pulp writing paper and paper made from linen or rags and convince the customer that her correspondence is often taken as a measure of her taste and social standing, according to the quality of the letter paper she uses? Can he show enough knowledge of the quality and characteristics of tobacco to convince a purchaser that his ten cent cigars are better than the average sold, and that he can sell him good cigars at actual value because he has studied the subject and buys his cigars with discrimination and not because of fancy labels?

If a druggist can do these things he has the basic foundation for successful salesmanship. These special articles are cited only as illustrations of the many things which the successful salesman should know, not merely be familiar with in a general way but know thoroughly. There is no more convincing argument for closing a sale to a hesitating customer than through knowledge of what one is trying to sell. Conversely, many a profitable sale is lost because the druggist or clerk cannot answer the customer's inquiries as to the merits or quality of the article desired, for there is often just that hesitation between present purchase and putting it off that needs but a word or so either way to effect a sale or to cause the prospective customer to postpone the purchase or to make it in another store.

Knowledge of one's goods must be unobtrusive, however, to accomplish the best results. Many persons are very sensitive as to their lack of knowledge of things, and nothing offends them more than to have their ignorance made patent by the exhibition of superior information on the part of the salesman. There is another class of customers who pride themselves on their knowledge of things, and almost mortal offence can be given such a customer by untactful correction of their statements or opinions, especially if the customer be advanced in years and the druggist young and, to them, a callow youth. Yet these two classes of people can be made loyal and profitable customers by the use of tact and politeness in the exhibiting of one's knowledge; the first class can be taught the desirability of buying goods of a better grade or of buying a more profitable and suitable article in the place of the one originally asked for, and the other kind of people only need a gentle guidance to make them buy things of better profit by causing them to feel that their judgment is such and their taste so good that the druggist offers them only the best of everything.

Of course it takes study to learn about the origin, nature, manufacture, quality and uses of the stock, but if a serious effort be made and every bit of information digested and applied it will astonish one how much information can be gained in time. Such information will be an invaluable aid to successful salesmanship, and it will also have a double value because it will enable its possessor to purchase goods to better advantage as well as to sell them

Keep Your Stocks Clean.

The most successful merchants of to-day are those that insist on all bad and old merchandise being dug out and disposed of at a price that will sell it, says a writer in "Playthings." The average department head or buyer does not dig deep enough into his stocks; he rather leaves it to his understudies to look after, and it goes without saying that matters of this kind are not attended to.

Sometimes buyers or assistants have not the nerve to bring forward old stock of their own purchase, for fear that the firm or management will "roast" them for selecting bad merchandise; they get "cold feet," and hold on to merchandise that does not sell after being in the house thirty to sixty days. It is always policy to "take your medicine" and reduce the merchandise to a price that will sell it.

Mr. Retailer

$100.00 IN PRIZES

Earn this in the next three months selling

Dr. Martel's Female Pills

To the Retailer who buys the largest quantity of DR. MARTEL'S FEMALE PILLS from his jobber, furnishing the Lyman Bros. & Co., Limited, Toronto, Ont., Can., (our Canadian agents), with the proof of quantity bought and the dates of purchase between Oct. 1st and Dec. 31st, 1912, we will give the sum of $50.00; second best buyer, $25.00; third best buyer, $15.00; fourth best buyer, $10.00.

All prize money to be awarded by us after proofs of purchase have been submitted by Lyman Bros. & Co., Limited, Toronto, Ontario, Canada.

Thanking you for past co-operation, we are,

Very truly yours,

KNICKERBOCKER REMEDY CO., Inc.

Sole distributers for the various Dr. Martel's remedies. (Canadian Proprietary or Patent Medicine Act No. 1629)

Canadian Agts., Lyman Bros. & Co. Ltd., Toronto

36 East 23rd St., NEW YORK, N.Y.

There is money in these lines for the druggist who handles them. Are you doing so?

It will pay you to write for samples and prices.

We furnish selling helps to dealers in the way of Show Cards, Booklets, Samples, etc. Write us now.

Mother's Favorite Soap

A beautiful piece of soap with a dainty perfume. Excelled by none on the market today. Made expressly for use by ladies and infants. Dolls, same as cut and made from this soap, can be furnished if desired. They aid in making sales.

Egyptian Violet Glycerine Soap

Absolutely pure and transparent. Very attractively packed, and a soap which readily appeals to those who are accustomed to using good soaps.

Velvetine Shaving Cream

Makes a beautiful creamy lather and is like velvet on the face. No soothing lotion required after shaving. The most sanitary and modern method of using shaving soap.

—MANUFACTURED BY—

The Dominion Soap Co. Limited

502 Victoria Ave. N., Hamilton, Ont.

THE MARVEL

"WHIRLING SPRAY" SYRINGE

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

IT IS A MARVEL

FULLY PROTECTED BY PATENTS

ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors

44 E. 23rd St. New York

Canadian Agents:

NATIONAL DRUG & CHEMICAL CO.

Sovereign Perfumes, Ltd.

CANADA'S

Largest

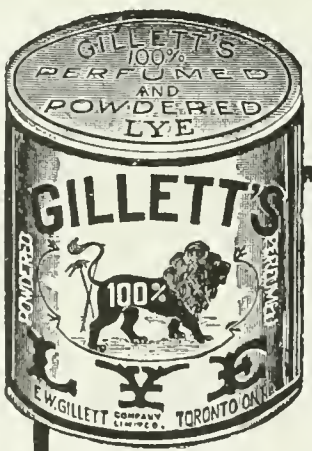
Makers of

Perfumes

and

Toilet Preparations

TORONTO



Millions of People Use Gillett's Lye.

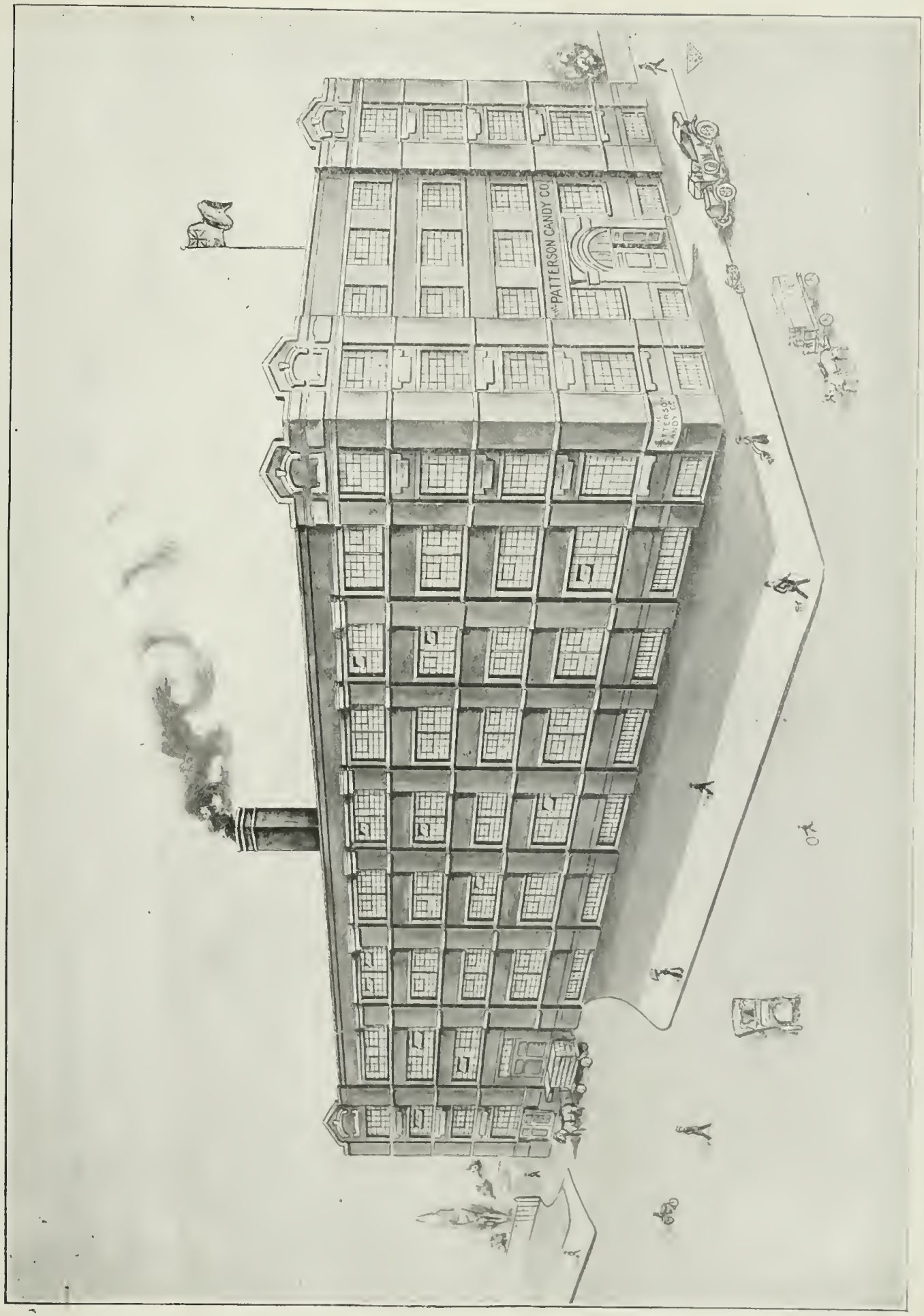
The fact that Gillett's Lye is so favorably known and well advertised makes it one of the very best cleaners for Druggists to sell.

Gillett's Lye Eats Dirt!

If your wholesale house will not supply you at list prices, send order to us and we will ship goods direct.

Gillett's Chemical Works Established 1852.

E.W.GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL



NEW FACTORY OF THE PATTERSON CANDY COMPANY, TORONTO.

The Manufacture of Toilet Creams.

Extract from lecture delivered before the department of Pharmacy of the University of Minnesota. by editor of The Indicator.

CASEIN OR ROLLING CREAM.

The next cream of importance on our list is the Casein or Rolling Massage Cream. The first manufacturer of this article achieved great success, principally because the cream was novel and he was clever in advertising it. All creams of this kind have their source in milk. Some manufacturers extract the casein lrom skimmed milk and some sweet milk. In our opinion the sweet milk formula is the best, but the skimmed milk formula is, of course the cheapest. Where sweet milk is used just sufficient fat is extracted from the milk to prevent the cream from drying. It is a rather lengthy procedure, but the actual time consumed amounts to very little in the end, as the washing practically takes care of itself after the casein is separated out.

FORMULA FOR CASEIN OR ROLLING CREAM.

Sweet milk (skimmed or normal) 15 gallons.
Formaldehyde, 1 ounce 7 drams.
Solution carmine, 2¼ ounces.
Stir and heat to 50 degrees C.
Borax, 1 pound 14 ounces.
Boiling water, 2 gallons.

Add to milk and stir quickly. Heat to 55 degrees C. and stir in through muslin.

Alum, 5 pounds 12 ounces.
Boiling water, 2 gallons.

Dissolve, strain, heat to boiling and add slowly with constant stirring to milk solution. Allow the curd to settle, strain and wash with water 15 gallons. Express until curd weighs 25 pounds, and add the following :

Boric acid powder, 7 pounds.
Cocoa Butter, melted, 1 pound 10 ounces.
Lanolin, 1 pound 10 ounces.
Oil Rose Geranium, 135 minims.
Oil Almonds Bitter, 45 minims.
Mix thoroughly and fill into air tight jars.

NON-GREASY TOILET CREAM.

We now come to a very attractive subject and a somewhat recent discovery in the manufacture of greaseless toilet creams. This is an emulsified and partially saponified stearic acid cream. This cream has its inception in Europe and was first introduced into America by a New York firm. This firm being first in the field, by judicious advertising has built up a splendid business on this specialty.

The only precautions in making this cream are to carefully observe the temperature and to use the right materials. It has been found that imported stearic acid gives the best results, and it is well to use only the best, as domestic products contain a certain proportion of oleic acid which gives a bad odor to the cream and leaves a disagreeable after smell on the skin. Use only the finest, whitest and best, triple pressed extra saponified article. The formula is as follows :

Finest imported Stearic acid—4¾ lbs.
Glycerine—8½ pounds.
Distilled water—14 pints.
Stronger ammonia—4¾ ounces.
Cologne spirit—1 pint.
Perfume oil—2 ounces.

FORMULA FOR PERFUME OIL.

Terpineol, C. P.—2 ounces.
Artificial musk crystals—20 grains.
Artificial Jasmine oil—4 fluid drams.
Oil hyacinth—6 drops.

Directions.—Melt the stearic acid on a water or steam bath at a temperature of 75 or 80 degrees Centigrade. Heat 12 pints of water and two lbs. of glycerine to the same temperature and add to this the ammonia water and pour slowly in the fine stream into the melted Stearic Acid, stirring constantly. Heat the balance of water and glycerine at 80 degrees Centigrade, and pour this into the previous mixture, stirring all the time. Continue the heat and stirring for about 15 minutes. Remove from the water bath and stir until cold. This stirring is very important, as upon this depends the smoothness and freedom from lumps. Lastly, add the spirit, which acts as a preservative mixed with the perfume oil. Fill into jars and seal tightly.

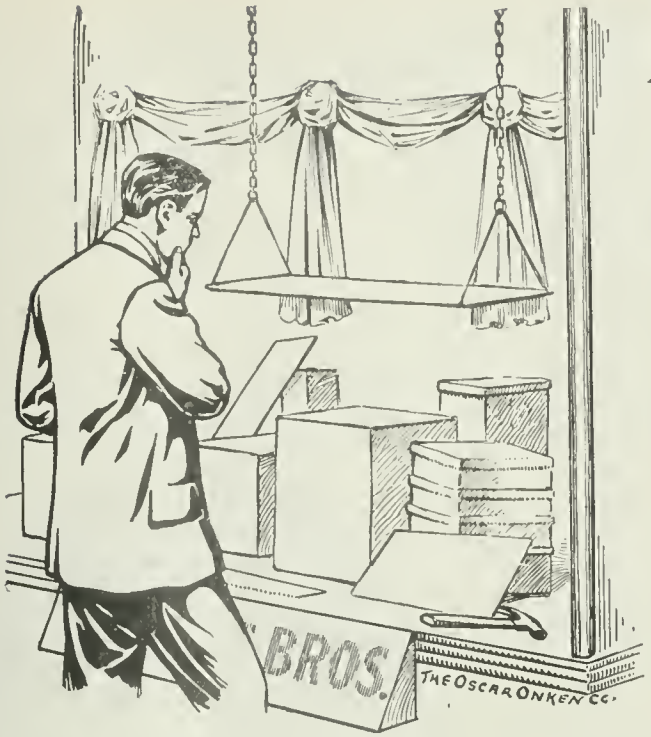
Professor John Uri Lloyd, well known to chemists everywhere throughout the continent and also in Europe has been appointed by the Governor of Ohio as one of the members of Ohio's Panama Exposition Commission. Prof. Lloyd is deservedly looked upon as one of the leading citizens of Cincinnati, and his appointment to this commission ensures faithful and capable administration.

Kent-McClain Again.

In making recent store improvements, Messrs. A. H. Jassby & Co., Guy and St. Catherine St., Montreal, selected Kent-McClain's (Toronto Show Case Co.) new but already celebrated type, the "Eclipse-Savoy." This is the all glass construction silent salesman with candy top. The most perfect case for the purpose.

Prescription Bottles.

With their usual progressive style The Beaver Flint Glass Company, Limited, have formed a bottle club for druggists by which all members will receive a guaranteed share of the profits. This should interest every druggist in Canada, and special attention is called to their advertisement which will be found on another page of this journal.



Are You Satisfied with your Windows?

If you are not, then you are

Groping in the Dark

ONKEN INTERCHANGEABLE WOOD WINDOW FIXTURE YOUNITS

(Patented 1911 in United States and Foreign Countries)

My Set of Interchangeable Wood Window Fixtures YOUNITS for the Retail Drug Trade Will Positively Revolutionize the Drawing Power of Your Show Windows

A. C. DENIKE
DRUGGIST

Havelock, Ont., Mar. 5, 1912.

The Oscar Onken Co.,
Cincinnati, Ohio.

Dear Sirs:—

The window displays made possible during the season with your YOUNIT Fixtures sold a good many more goods for me than in any previous season.

We use them continuously and are being constantly complimented on our elaborate window trims. They are so readily set up and the extra pieces are so useful for counter displays inside of store that they must be paying for themselves many times over in the year.

Yours very truly,

A. C. DENIKE.

The Full Set

The above illustration shows entire set of **No. 5 DRUG YOUNITS** comprising **140 YOUNITS** to the set. There are **18** display slabs made of well-seasoned lumber. **18** of the slabs are fitted with tilting metal adjustments on back for holding them in different positions. The remaining **122** YOUNITS consist of BASE BLOCKS, UPRIGHTS, CROSS ARMS, and EXTENSION YOUNITS, in assorted lengths and sizes, which will enable you to make **Hundreds** and **Hundreds** of Window Trims and as many odd and standard fixtures.

You Never Need a Tool.

My Two Drug Sets

Set No. 5 Large enough for two windows and inside store use. 140 Younits — **$35.00**

Set No. 5½ Large enough for one window. 88 Younits — **$21.00**

Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the southern Canadian Border.

Finish — Made of select Oak in three stock finishes, Weathered, Golden or Antique Oak, all in a soft, mellow, waxed finish.

Storage Chest — Each set is put up in a hardwood hinged-lid storage chest (oiled finish), a place to keep the unused YOUNITS.

Book of Designs — A beautiful book of photographs showing large size trims made with my YOUNITS sent FREE with each set.

Shipments made at once. **Every set guaranteed absolutely.**

The National Drug & Chemical Co., of Canada, Ltd.
Carry Stock in Winnipeg and Toronto

THE OSCAR ONKEN CO.

Established 32 years

736 Fourth Ave.,
Cincinnati,
Ohio,
U.S.A.

Order through your JOBBER or DIRECT

The Oscar Onken Co., 736 Fourth Ave., Cincinnati, Ohio.
Send me your Window Fixture Booklet .....
Firm .....
City ..... Business .....

THE EUREKA OINTMENT POT

REDUCTION IN PRICE.

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5 35	5 Gross
¾ "	6 25	5 "
1 "	7 50	3 "
2 "	9 00	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS. DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS.

IF YOU DON'T SELL

Private Stock Chocolates

YOU DON'T SELL THE BEST.

"A Matter of Good Taste"

Curiosity may buy the first box, but the supreme quality of the goods will sell many boxes afterwards.

Write us for terms and proposition if we are not represented in your locality.

THE PATTERSON CANDY CO. TORONTO

Your Profit 100 per cent. When You Sell

THE KILLKORN SAFETY

Price 50c

CORN SHAVER AND Callous Remover

Money-back-guarantee Coupon with each Killcorn

This wonderful little invention for human necessity is indispensable in nearly every home.

Sells at Sight Does the work

Brings More Orders

Makes Friends Makes Big Profits

In Leatherette Case with 2 Scientifically Tested German Steel Blades

Order from Jobber, $3.60 doz.

Special Discount Gross Lots.

If your jobber cannot supply you, write to us.

Segal Manufacturing Co.

New York, - - - U. S. A.

BUSH'S

ENGLISH

ESSENTIAL OILS

GUARANTEED B.P., 1898

SANDALWOOD, CUBEBS, LEMON, CLOVES, LAVENDER, ORRIS, ETC.

OLEO RESINS, - ESSENCES

CONCENTRATED PERFUMES

CHLOROFORM, B.P.

for ANAESTHESIA.

POTTER & MOORE'S OLD ENGLISH LAVENDER WATER

W. J. BUSH & CO.

(CANADA) Limited

490 ST. PAUL ST., MONTREAL

122 WELLINGTON ST. W., TORONTO

WINNIPEG AND VANCOUVER

PHARMACY IN GREAT BRITAIN

Opening of Winter Session—Health Insurance Regulations—Medicine Stamp Act Prosecution—Danger of Self Medication.

(From our London Correspondent).

The pharmaceutical session for 1912-13 commenced in real earnest during the first week in October. A feature of the winter's proceedings will doubtless be considerable activity on the part of the local chemists' associations, as a number of important topics are down for discussion. At the inauguration of the Pharmaceutical Society's session, the address was given by Mr. J. Rymer Young, who made a very interesting speech. He said that the policy of the Society from the very first had been educational in its best and most rational sense, and during the early years of its existence the policy was one which commended itself to the high and low in the calling. "I," Mr Young continued, "am sadly afraid it is not universally so now. A growing number are always clamoring for what is sometimes called a "bread-and-butter" policy, which, being interpreted, means a policy of light exertion and quick returns. I verily believe that the high priests of that policy would not be averse to exchanging their status as registered persons for the possibility of a slightly increased commercial profit. The general standard of luxury having risen so high, it is not surprising that pharmacists find the profits of yore inadequate to maintain the comforts demanded by modern convention. Of course, someone or something must be blamed for this condition of things, and so "education" comes to be regarded and described as a taking of the financial bread from the pharmaceutical mouth. But it is no more reasonable than it would be to blame a Government Department for a wet summer. Much diversity of opinion exists as to the necessity for all the training and drudgery imposed by the Society's examination requirements. "Why should a man be forced to spend three years' hard labor in grinding for a qualification to fit him for the retailing, at cost price or thereabouts, packed parcels of George Washington's Curative Compound?" asks one set of inquirers. "Over-training and scholarship spoil a man for business," is the dogma of another set. "Teach the young men to make a good living instead of dosing them with super science," advise a third set of the practical—or so-called practical —school. But what does it all mean but unreflective protest against the inexorable fact that "art is long" and that there is no short cut to remunerative excellence in any vocation. Preparation is the only sure basis of success. As a matter of fact, if the "bread-and-butter" school only knew it, there is no better policy for commanding commercial success than rational education. I do not mean the mechanical teaching of dexterity that makes a man into a smart substitute for machinery, but the development and cultivation of mental and moral faculties that enable an average mortal eventually to fill his destiny in the work-a-day world, and become "the master of his fate—the captain of his soul."

* * * * *

An unusual case under the Medicine Stamp Act came before the Bradford Magistrates on September 19, when Henry Pratt, pharmaceutical chemist, of Cleckheaton, was summoned at the instance of H. M. Board of Customs and Excise, for selling patent medicine without a government stamp. Evidence showed that defendant held a license for the sale by retail of patent medicines, but he was liable for selling medicines which were liable without having the proper stamps affixed. He advertised a line of proprietary pills at a cheap rate—a dollar packet at one-fourth the price. The pills were liable to stamp duty, and the firm manufacturing them always stamped them before issuing them for sale. But no stamps were affixed to the packets sent by the firm to their druggist customers as sample packets. The defendant, Mr. Pratt, sold the sample packets, and unfortunately for him, one of the packets was purchased on behalf of the Government authorities. Defendant admitted that he was at fault, and the magistrates ordered him to pay a fine of one hundred and fifty dollars, as well as the costs incurred in the proceedings. This is the first case for many years in which the sample pills sent complimentary by the manufacturers have been sold in this irregular manner.

* * * * *

The danger of indiscriminate self-medication by the public was illustrated at an inquiry held recently at Fairford. A woman who had complained of several internal pains had used several tablets of corrosive sublimate. Each tablet when dissolved in a pint of hot water formed a solution of corrosive sublimate, and a strength of 1 in 1000 was recommended for disinfecting purposes. Certain warnings appeared on the bottle, and the preparation could only be obtained from a shop by complying with the poison regulations—signing the register, etc. The woman had purchased the tablets

from a London store by post. She had experienced a desire "not to have any more family." Not knowing the potency of the tablets she used several of them and death resulted. At the inquest it was stated that each tablet contained four times of the fatal dose, and the jury in returning a verdict of "accidental death," added a rider that the sale of such poison should be more efficiently restricted. The coroner and doctor agreed, and the former said he would call the attention of the Public Prosecutor to the matter if necessary. The following words were added to the jury's verdict "and that recommendations of such poisons for use without medical advice and supervision are strongly to be deprecated."

* * * * *

The regulations of the National Insurance Commissioners, which had been awaited with a good deal of interest on the part of the British pharmacists made their appearance on October 4, and the full text fills several pages of the pharmaceutical papers. These provincial regulations are divided into four parts, the first of which is general, the second dealing in 29 clauses with the provision of medical attendance, the third in a dozen sections with drugs and appliances, and the last embracing 16 special provisions. The term chemist is defined as meaning "any person, firm or body corporate, entitled to carry on the business of a chemist or druggist under the provisions of the Pharmacy Act 1868, as amended by the Poisons' and Pharmacy Act, 1908." Prices of drugs are to be arranged on the basis of lists supplied by the local committees; all drugs and medicines are to be supplied free of charge to insured persons. Special forms are to be issued and exhibited by chemists who agree to accept service under the scheme. A point of importance in the regulations is that if any representations are made to the commissioners by a committee or a local medical committee to the inclusion or continuance of any person on the list will be prejudiced to the efficiency of the service in the county, the Commissioners shall, if they think fit, hold an inquiry into the matter and a joint committee is to be set up before which the chemist may appear and state his case. Speaking generally the regulations do not appear to have given keen satisfaction to chemists, but a further examinations of the provisions should throw additional light on the question.

Irrigation is more profitable when applied to the soil than to the throat.

While travel broadens a man, it isn't necessarily fattening.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

Editor Canadian Druggist,

Toronto, Canada.

Dear Sir,—I notice an advertisement in your October issue announcing a special offer to druggists for selling subscriptions to your paper entitled "Art and Photography." You do not say when the commission will be paid. I have already taken in 3 subscriptions, and if you will kindly tell me this, I will forward cash and full particulars.

Yours truly,

Montreal, P.Q. E. A. WOODS,

All you have to do is to send the names and addresses of subscribers to us. If you have already collected subscriptions deduct your commission and send the balance on to us. If you have not collected subscription money, we will bill the subscribers and will pay your commission on receipt of cash.—Editor.

A Correction.

In our last issue we spoke of the great success of "Blue Bird" the popular perfume at the Canadian National Exhibition. This perfume is put up by John Taylor & Co., of Toronto, and not Sovereign Perfumes, Ltd., as stated in our October issue.

Kent-McClain Again.

Kent-McClain (Toronto Show Case Co.) have just completed another very beautiful store in Saskatoon. This is Mr. R. T. Chown's. It is in Circassian Walnut, and the silent salesmen are of the famous "Roman" design all glass construction with white marble base. Those who have seen any one or more of Kent-McClain's circassian walnut store fittings will readily believe that Mr. Chown has a store to be proud of.

MADE IN CANADA

Caustic Soda 75-76-77%

Bleaching Powder 35-37%

WINDSOR BRAND

The Canadian Salt Co., Limited

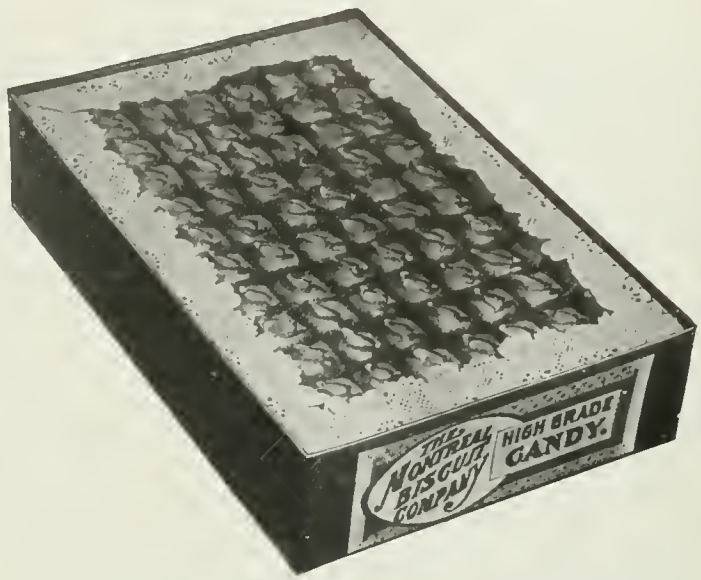
WINDSOR - ONTARIO

THE NICHOLS CHEMICAL CO., Limited

Selling Agents for Canada

Mr. Merchant

If you are already a "BORDO" Customer read this anyhow. It won't hurt any.



WOMEN

are the biggest buyers and consumers of Chocolates and confectionery, and they demand daintiness and good taste more than men. It is important therefore that you have the very highest and best brand to offer them.

Our justly famous "BORDO" Chocolate is a favorite and a winner every time with the ladies who are so particular.

The name "BORDO" has always stood for quality, nothing but the very best and choicest of materials enter into the manufacture of this line. The delicate and unique flavor is just sufficient to make one crave for more "BORDO."

"BORDO" is the chocolate for those who demand the unusual in quality and flavor.

Our long experience protects you, why pay the price of experimenting with others?

"BORDO" is "BORDO"

Knowing that you will find this the choicest and most delightful of all chocolates we will send a generous sample FREE on receipt of request.

Yours for more and better business.

The Montreal Biscuit Co.

WHOLESALE MANUFACTURERS

"The Originators"

MONTREAL

Manufacturers of "Sweet that Satisfy."

THE
CANADIAN DRUGGIST

Monthly. Established 1898.

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

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Representatives:

CHICAGO, ILL.—E. J. Macintyre, 4057 Perry St.
ENGLAND—C. Rivington Shill, 88 Chancery Lane, London, W.C. Telephone 8936, Central.
FRANCE—O. F. Graband, 19 rue de Richelien, Paris.
GERMANY AUSTRIA AND SWITZERLAND—Rudolfe Mosse, 46-49 Jerusalemer Street, Berlin, Germany.

Editorial.

To Develop the Greatest Benefits.

There is not a druggist in Canada who will not be benefitted directly or indirectly through the fact of existence of the Canadian Pharmaceutical Association, provided each one takes an interest in that body and keeps closely in touch with its transactions.

Though there are and always will be diversity of opinions as to the best methods to be adopted and the desired legislation to be carried into effect, it is this very adversity which will conduce to the welfare of the association and to its powers of aiding the working of this body.

The great danger in most organizations of this kind is the getting into a certain rut or carrying it on with a single idea, forgetting that a broadening policy and a wide outlook makes for the progressiveness and for full benefit for its members.

There are men who are full of ideas, some of them practicable, others quite reverse, and it requires those who see the impracticability of some of the suggestions to act as a check and to be able to demonstrate the error which is apparent to them.

Some of our leading pharmacists are taking an active and a guiding interest in the C.P.A., but there are many others quite as capable and with a full knowledge of the requirements of the drug trade who are not as yet actively identifying themselves with the association and giving it the benefit of their knowledge and experience.

How can we expect the full benefit from this organization unless it has the active co-operation of all those in whose interests it has been created and who should be willing to identify themselves in furthering in every possible way its aims and objects.

The worst thing that can happen to any body of this kind is to allow it to develop into a narrow, shortsighted policy, the products of a few minds, who possibly do not or cannot exercise sufficient breadth of vision to carry them above one or two lines of legislative action which they personally consider most advisable, as far as they are concerned at least.

We have nothing but praise for the excellent record of good work accomplished in the short period of its existence, but we do wish to awaken if possible a more general interest in this association and to induce more of the leading minds amongst the druggists of Canada to identify themselves closely with, and to take a real live interest in, the working of the organization.

We feel satisfied that the executive have open minds to receive suggestions and help from others and each one should feel a personal responsibility in aiding as well as guiding those who are giving their time and thought to the well being not only of the association as a body but to druggists as a whole.

Photography in the Drug Store.

Much has been written, not only in this Journal, but also in the majority of drug journals dealing with the advisability of putting in a stock of photographic supplies, etc., as a good paying adjunct to the regular drug business, and the increasing number of those who have acted on the suggestion indicates the popularity of this "side line, both as a direct business bringer and as a means of catering to the tastes of the amateur photographer in lines which might otherwise receive but little attention.

Photography with most people is a fascinating pastime, and its devotees are usually willing to spend a good deal of their spare cash in purchases along this line.

It, of course, goes without saying, that the most successful salesman in this line is the one who makes a study of photography, and is able to advise others as in the practical application of this knowledge The photographic stock need not be a large one, and as soon as the requirements of the customers are ascertained, there should be but little difficult in meeting all demands by a comparatively small outlay.

A display of photographic appliances, etc., in a conspicuous space, should be made, and everything which can be done to stimulate sales by means of advertising matter, adds to the inducement of purchasing.

Copies of photographic journals, including the latest addition in the field and the only one of its kind in Canada, viz., "Art and Photography" should have a prominent position, and subscriptions can be secured in this way, thus adding an additional piece of revenue.

Cultivate this interesting and profit-making line, and you will find it an excellent addition, and a source of pleasure, both to yourself and your customers.

You Get This $15 Show Case Free

By stocking the articles listed below for your Christmas trade.

It gives you a Musical Instrument Department right in one Show-case that can be quickly and easily dressed, moved around and displayed to good advantage.

The Show-case is arranged with a pyramid in the centre, having a space underneath for keeping surplus stock of Strings, Harmonicas, Etc. The Case has glass front and sides; the back is arranged as a door, for the covenience of putting goods in or taking them out.

Made of the finest quality birch, finished in oak or mahogany. Dimensions, 36 inches high, 26 inches wide, 20 inches deep.

This Show-case is valued at $15. By laying in a stock of Musical Instruments and accessories, as listed below, every one of which will have a ready sale during the coming Christmas season, you secure this beautiful case **absolutely free,** and at the same time make a big profit on the goods.

Christmas shopping is already under way, and you will miss a mighty big opportunity if you delay ordering this outfit. Order from the nearest branch and save time—addressing Department "Y."

Contents:

1	Violin		$3.50
1	"		6.00
1	"		13.50
1	Accordeon		3 00
1	"		3 50
6	Metal Flageolets	.30	1.80
2	Jews Harps	.03	.06
2	"	.20	.40
6	Harmonicas	.35	2 10
6	"	.65	3 90
2	"	.75	1.50
3	Violin Bows	1.00	3.00
1	" "		1.50
12	E Violin Strings	.05	.60
12	" "	.10	1.20
30	" "	.15	4.50
15	A " "	.15	2.25
15	D " "	.15	2.25
12	G " "	.10	1.20
1	Violin Tailpiece		.15
1	" "		.20
3	" Bridges	.05	.15
6	" Pegs	.10	.60
3	" Resin	.15	.45
1	" "		.25
1	" Chin Rest		.60
	Total		$58.16

Retail, Instruments, etc.,	**$58.16**
Value, Show Case	**15.00**
Total	**$73.16**
Total Price to You	**32.50**

THE R.S. WILLIAMS & SONS CO. LIMITED.

MUSICAL INSTRUMENTS OF QUALITY

421 McDermott Ave. 308 11th Ave. E. 59 St. Peter St. 143 Yonge St.

Winnipeg = Calgary = Montreal = Toronto

Southall Bros. & Barclay, Limited

(ESTABLISHED 1820.)

Manufacturers of

SURGICAL DRESSINGS,

ABSORBENT COTTONS, LINTS, GAUZES, BANDAGES, &c.,

NEW CHARFORD MILLS, BIRMINGHAM, ENG.

WHOLESALE ONLY.

Representatives in Canada—

MAC LEAN, BENN & NELSON, LIMITED, 525, St. Paul Street, MONTREAL.

ELECTRIC SIGN TIME

This double faced Electric Sign, size 2 ft. x 8 ft., can be operated for a few cents a night.

The Macey Sign Co. Limited

Built on practical lines and protected by patents. READS FURTHER, COSTS LESS, SAVES 80%

Write for Illustrated and Descriptive Circulars.

Toronto

TWO PREPARATIONS

Which physicians are prescribing

MOYES' CAROPAYA DIGESTANT

MOYES' ALK-LITHINE (HEPATIC SALINE)

Can be Procured Direct from us or Through Your Jobber.

The Moyes Chemical Co.

257-261 Adelaide St. W. TORONTO.

"WESTCO"

Price Restrictive Specialties

Some of the fast moving ones this month are :

	Price per doz.	Restricted S P
Westco Witch Hazel	$1.25	$ .25
" Florida Water, sml., good	2 00	.25
" Cologne " " 4 oz	3.50	.50
" Lavender " "	2.00	.25
" Olive Oil Shampoo	1 75	.25
" " " pure, sml., 4 oz	2 00	.25
" " " " med., 8 oz.	4 00	.50
" " " " lge., 16 oz	6.00	.75
" Westcara	1 25	.25
" Baby Carminative	1 25	.25
" White Liniment	1.25	.25
" Disinfectant, sml.	1 00	.15
" " lge.. 24 oz.	2 00	.25
" White Pine and Tar. c Eucl. and Glyc.	1.25	.25
" Baby Cough	1.25	.25
" Sweet Castor Oil	1.25	.15

Free goods with order of one gross assorted, and use of attractive Window Display.

E. G. WEST & CO.

WHOLESALE DRUGGISTS AND MANUFACTURING CHEMISTS

80 George St.. - Toronto.

A Warning.

According to the N. A. R. D. notes, "Dr. Brose Horne, the medical and pharmaceutical organization booster, organizer, writer and investigator" the "druggists of Montreal, Toronto and the smaller towns" are very careless about the sales of cocaine.

This "booster" seems to have had no trouble in procuring a supply, if we are to believe his report that "most anyone seems able to buy it" in the places he mentions.

The "Dr." we are told "was quite seriously injured in a trolly car accident some months ago," but has since recovered. Can it be that the delusion that he is laboring under that "most any one" can buy cocaine in Canada is the outcome of the accident.

We can assure this "investigator" that he is quite in error about the sale of the drug in Canada as we believe the druggists of this country are on the whole observing the law faithfully, and we do not believe that "Dr. Brose Horne" or any other "booster" will be able to "bootleg" (the term is the doctor's and no doubt professional) any cocaine, unless he uses some extreme under-hand methods of procuring it.

Among the great merchant princes must be mentioned Marshall Field, and moreover he was wise in his generation. One of the wisest things he ever said was this: "The customer is always right." The meaning of this is, no matter how wrong the customer may be, he must be considered right. There must never be an argument with a customer. The truth of a dictum is proved by how it turns out, and Mr. Field built up one of the largest mercantile houses the world has ever known. The assistant should make Mr. Field's motto a cast-iron rule in his treatment of customers. A moment's consideration will show how futile it is to assume an argumentative attitude, especially when the final issue is to give way to the customer. If you are going to comply with the buyer's wish, do so gracefully, not grudgingly. Argument will only stiffen his back, and is the breeding ground of discontent. Remember, a common-sense method of meeting difficulties is as proportionately rare as the desire to score petty points is common. The act of courtesy will be remembered long after the complaint and its cause is forgotten.

If a complaint should arise from the first transaction, it is more than ever a matter of importance that a good impression should be made. Customers may be likened to a farmer's orchard. If the trees are properly looked after they will produce a certain amount of fruit each year. If a customer is well and courteously treated he will give you a certain amount of business each season. I know it is hard to smile and say pleasantly, "Quite right, sir," when a customer is unreasonable or in the wrong, but who can estimate its monetary worth. Moreover, when all things are considered, it costs more to make a new customer than the profit on his first transaction. Therefore, we must treat him so well that he will patronize us again and again, and what is more important, tell his friends about us, for, after all, this is the only sure and solid foundation of a business.

Preliminary Examinations.

On the third ins., have been held in Montreal and Quebec, the preliminary examinations, when 32 candidates presented themselves. Of this number, 11 have been admitted and their names are: M.M. Timothe Chamberland, Armand Lord, J.R. Guay, Louis Dlugg, L.A. Morin, Geo. Howe, Alfr. Asselin, G.E. Maillet, Chs. Cofsky, Arthur Payette, and J. L. L'Heureux.

M. M. J. deBellevale, H. Panet Barry, deMaisonneuve Robert, Ernest Brunet, Emile Granger, J.R. Laberge, A.E. Stevens and Ant. Larose having failed on one subject only, will have to present themselves again for that subject at the next examinations in January, 1913.

The examiners were: M.M. J.O. Cassegrain, professor of the Jacques-Cartier Normal school, and Isaac Gammell, professor of the high school, with M.M. A. J. Laurence as general supervisor, and Victor Giroux assistant supervisor for Quebec.

Unfermented Fruit Wines.

The T.A. Lytle Co., of Toronto, have a very special line of unfermented fruit wines for the Christmas trade. These are put up in 1, 2, 3 and 4 qt. jars to the crate. Assortment: Blackberry, Black cherry, Claret, Ginger, Grape, Orange, Port, Red Cherry, Raspberry, Sherry, Strawberry, Tokay.

"Art and Photography."

This Canadian exponent of the photographic art, is, we understand, meeting with a large measure of success, and the fact that it is the only publication of its kind in Canada, as well as the splendid character of its contents, combine to make it thoroughly appreciated by amateur photographers wherever it has been introduced.

The publishers are desirous of having druggists all over Canada to act as subscription agents, and are offering excellent inducements to that end.

Copies of this journal displayed with photographic goods will enlist many a subscriber.

Youth is full of confidence, saith the cynic, until it finds that life is a confidence game.

Formulary

FACE POWDER.

1.—Venetian Talcum..... 2 ozs.
Rice Flour..... 2 ozs.
Zinc White..... 1 oz.
Mix and perfume with enough of the following :
Oil Bergamot..... 45 min.
Oil Ylang Ylang..... 30 min.
Oil Neroli..... 30 min.
Eau de Cologne..... 5 drs.

2.—Precipitated Chalk..... 5 lbs.
Talcum..... 10 lbs.
Carbonate Magnesium..... 3 lbs.
Oxy-chloride Bismuth..... 3 lbs.
Oil Rose..... 15 drops
Tincture Vanillin..... ½ oz.
Tincture Musk..... ¼ oz.

3.—Powdered Talcum..... 5 ozs.
Rice Flour..... 7½ ozs.
Corn Starch ..... 30 ozs.
Powdered Orris Root ..... 5 ozs.
Sodium Perborate..... 2½ ozs.
Mix and pass through fine seive.

4.—Rice Flour..... 6 ozs.
Rice Starch ..... 6 ozs.
Carbonate Magnesium..... 3 ozs.
Boric Acid..... 1½ ozs.
Orris Root ..... 1¼ drs.
Essence Citron..... 15 dps.
Essence Bergamot..... 30 dps.

CONSUELO POWDER.

Talcum Powder..... 5 ozs.
Rice Flour..... 5 ozs.
Oxide Zinc (best) ..... 2½ ozs.
Oil Bergamot.....
Oil Ylang Ylang.....
Oil Neroli.....aa 2 dps.

GRECIAN FACE POWDER.

Precipitated Chalk..... 20 ozs.
Powdered Talcum..... 5 ozs.
Oxide Zinc..... 3 ozs.
Rice Starch..... 10 ozs.
Oil Rose ..... 10 dps.

WHITE PANSY POWDER.

Oxide Zinc..... 3 ozs.
Precipitated chalk..... 3 ozs.
Rice Flour..... 14 ozs.
Powdered Orris Root..... 1 oz.
Venetian Talcum..... 6 ozs.
Perfume ..... q.s.

CAKE WHITE (FACE POWDER).

Oxide Zinc..... 4 ozs.
Rice Starch..... 4 ozs.
French Chalk..... 4 ozs.
Calcined Plaster of Paris..... 1 oz.
Mix well together and add enough water to make it of suitable consistence to be poured into boxes.

LIQUID FACE POWDER.

1.—Zinc Oxide..... 10
Bismuth oxychlur..... 7
Glycerine..... 8
Perfume essence..... 2
Orange Flower water.....
Rose water aa q.s. to make..... 100

2.—Zinc oxide..... 20
Prepared chalk..... 4
Powd. talc. pur..... 10
Glycerine..... 4
Rose water qs. ad..... 100
Perfume if desired.

To some mixtures starch is added combined with talc, zinc, ox., etc.

BOROGLYCERIN COLD CREAM.

Boric acid, powder.....dr. 2
Glycerin.....fl. oz. 3
Water..... fl oz. 4
Wool-fat, hydrous.....av. oz. 3
Paraffin oil..... fl. oz. 16
Paraffin wax.....av. oz. 4
Oil of rose.....drops 10
Oil of bergamot..... drops 10

Warm together the first three ingredients until solution is effected. Malt together the lanolin and petrolatum, add the oil, incorporate the boroglycerin solution by rapid and constant stirring, then add the oils and mix again.

MOUTH WASHES.

Linckersdorff gives in the Pharmaceutische Zeitung a number of formulas for mouth washes which he has found in various publications, among them being the following :

AMYKOS.

According to the Perfumeur this well-known Swedish mouth wash consists of

Boric acid..... 50 parts
Tincture of cloves..... 25 parts
Borax ..... 5 parts
Water .....4,000 parts

QUINOSOL MOUTH WASH.

Quinosol..... 30 parts
Glycerin ..... 100 parts
Rose water..... 900 parts
Carmine ..... enough

THYMOL MOUTH WASHES.

1.—Thymol..... 0.3 grs.
Alcohol..... 160.0 grs.
Rose geranium oil..... 15 dps.
Calamus oil ..... 10 dps.
Glycerin..... 120.0 grs.
Venetian soap..... 16.0 grs.

The Dr. Miles Medical Co.

OFFERS

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WELL KNOWN PREPARATIONS

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BLOOD PURIFIER--TONIC
ANTI-PAIN PILLS
NERVE and LIVER PILLS

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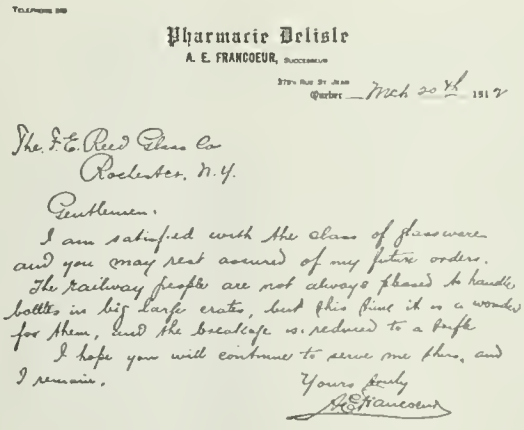
The letter below came to us unsolicited. It is one of many that we receive in the course of a season.



Pharmacie Delisle
A. E. FRANCOEUR, Successeur
Quebec, March 20th 1917

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A. E. Francoeur

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An Excellent Tonic Alterative and Diuretic. Highly Recommended by Leading Physicians.

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Grube's Method

For Complete Eradication of
TOE CORNS, SOLE CORNS, BUNIONS, CALLOUSES, SOFT CORNS, HEEL CORNS.
Kills the Seed, Leaves Smooth Skin.

One Drop Corn Remover

ADVISE no cutting with knife.
USE eraser to remove hard part. Rub well.

APPLY "One Drop," covering corn completely to kill seed of the trouble; cover it with tissue paper; peel it off third day.

RESULT a normal smooth skin. Put cotton between toes when soft corns.

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When Properly Applied, Gives Relief in 3 Minutes.

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$1.50 per dozen. Quantity price on application. Ways and means with initial gross to assure disposal of goods. During 1911 one medium size retail drug store sent four orders of one gross each, giving a profit of $82.80 the first season of selling the article.

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Seamless Water Bottle

This bottle is absolutely **seamless,** not even having a seam at the neck. **Cannot possibly leak unless punctured.** Made of ALL RUBBER. If your wholesaler will not supply you, order direct.

Price $12 per dozen.

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85 Spadina Ave., Toronto

Sassafras oil..... 15 dps.
Eucalyptus oil... 6 dps.
Pine needle oil..... 40 dps.
Distilled water..... 700 grs.
2.—Thymól..... 0.5 grs.
Carbolic acid..... 2.0 grs.
Borax..... 5.0 grs.
Spirit of peppermint..... 15 grs.
Rose water..... 200 grs.
Distilled Water..... 300 grs.

VERY PALATABLE MOUTH WASH

Powdered angelica root..... 25 parts
Powdered anise seed..... 30 parts
Powdered cinnamon..... 6 parts
Nutmeg..... 3 parts
Powdered cloves..... 10 parts
Alcohol (90 per cent.)..... 1,000 parts
Vanillin..... 1 part
Peppermint oil..... 8 parts
Tincture of cochineal..... enough.

SALOL MOUTH WASH.

Salol..... 4 to 10 parts
Spearmint oil..... 2 parts
Oil of cloves..... 1 part
Oil of cinnamon..... 1 part
Oil of star anise..... 1 part
Alcohol..... enough to make 400 parts

LACTIC ACID MOUTH WASH.

Lactic acid..... 40 parts
Cochineal..... 1 part
Oil of peppermint..... 30 parts
Oil of cloves..... 3 parts
Oil of cinnamon..... 6 parts
Distilled water..... 400 parts
Alcohol..... 1,600 parts

EUCALYMOL MOUTH WASH.

Thymol..... 1 gr.
Benzoic acid..... 12 grs.
Oil peppermint..... 2 cc.
Oil Gaultheria..... 1 cc.
Tincture Eucalyptus..... 60 cc.
Alcohol..... 400 cc.
Distilled water, enough to make ..... 500 cc.

SALOL MOUTH WASH, B. P. C.

Salol..... 2.50
Thymol..... 0.25
Spirit anise..... 1.00
Oil peppermint..... 0.50
Elixir saccharin..... 2.50
Alcohol, to make..... 100.00

For mouth wash a few drops are added to a wine-glassful of water.

SEA FOAM SHAMPOO

The following is said to be the formula of the original sea foam :

1.—Borax..... 2 parts.
Ammonium carbonate..... 1 part.
Glycerini..... 4 parts.
Jamaica rum..... 192 parts.
Bay rum..... 64 parts.
Water..... 64 parts.
2.—Ammonium carbonate..... 6 parts
Potassium carbonate..... 32 parts.
Borax..... 32 parts.
Soap spirit..... 32 parts.
Bay rum..... 128 parts.
Water, rain or distilled, q.s. to make..... 1,268 parts.

BOQUET TOILET WATER.

Oil of bergamot..... 7 grs.
Oil of citron peel..... 4 grs.
Oil of sweet orange..... 3 grs.
Oil of lavender flowers..... 5 grs.
Oil of saigon cinnamon..... 15 drops.
Oil of neroli..... 15 drops.
Oil of cloves..... 15 drops.
Alcohol (90 per cent.)..... 900 grs.
Distilled water..... 225 grs.

ORIENTAL TOILET WATER

Spirit of pimento..... 36 c.c.
Tincture of benzoin..... 36 c.c.
Tincture of tolu..... 36 c.c.
Tincture of ambretta..... 54 c.c.
Tincture of orris..... 48 c.c.
Tincture of Tonka..... 16 c.c.
Oil of cloves..... 2 c.c.
Oil of geranium..... 2 c.c.
Lavender water..... 200 c.c.
Cologne water..... 200 c.c.
Acetic ether..... 15 c.c.
Rose water..... 25 c.c.
Alcohol..... 300 c.c.

GLYCERINE HONEY GELATINE.

The following is from the Pharmaceutische Post:

Gelatine..... 170 grs.
Distilled water..... 2800 grs.
Glycerin..... 6000 grs.
Honey..... 500 grs.
Extract of lily of the valley..... 100 grs.

The gelatine is allowed to soak two hours in 1800 grams of water. The glycerin is added and the mixture heated in a steam bath until solution has taken place. The honey, is, in the meantime, dissolved in 1000 grams of warm water, mixed with the gelatine and the mixture strained. After partial cooling of the mass the perfume is added.

BATH BAGS.

1.—Fine Oatmeal..... 1 lb.
Clean new Bran..... ½ lb.
Orris Root..... 6 ½ ozs.
Almond meal..... 6½ lbs.
Dry white castile soap (powdered) 4 ozs.
Sachet powder..... 1 oz.

Mix well and put up in muslin bags. Dip in tepid water and use as a sponge.

2.—Oatmeal..... 5 lbs.
Powdered Orris Root..... 1 lb.
Almond Meal..... 1 lb.
Powdered Castile Soap..... ½ lb.
Perfume..... q. s.
Mix, put up in muslin bags and use as above.

SOLUTIONS FOR REMOVING INK STAINS FROM CLOTH AND PAPER.*

1.—Solution No. 1.
Tartaric acid..... 1 part
Water..... 9 parts
Solution No. 2.
Solution chlorinated soda.

Immerse the ink-stained fabric in the first solution, getting it thoroughly moistened. Then, without expressing the liquid, immerse it in the second solution. If the stain is on the paper, apply the solutions in proper order directly on the spot, with a glass rod. If this does not entirely remove the ink, repeat the process, or repeat, alternating the order.

For very delicate fabrics, it is well sometimes to dilute the second solution with an equal volume or more of water.

All ink-removers must be used with caution on delicate fabrics, especially on those having delicate colors. The solution must be entirely removed by repeated washing in clear, cold water.

2.—Oxalic acid..... 1 part
Water..... 10 to 20 parts
Dissolve and apply carefully to stain.

3.—Citric acid..... 1 part
Ammonia water (10 per cent.)..... 10 parts
Dissolve and apply carefully to stain.

4.—Tartaric acid..... 1 part
Ammonia water (10 per cent.)..... 10 parts
Dissolve, and apply carefully to stain.

CLEANER-POLISH FOR FURNITURE.

Quillaja..... 2 ounces
Linseed oil..... 2 pints
Oil of turpentine..... 4 ounces
Butter of antimony..... 2 ounces
Alcohol..... 8 ounces
Hot water..... 8 ounces
Diluted acetic acid..... 8 ounces

Digest the quillaja with the hot water; when cool, add the alcohol and squeeze through a straining cloth. Mix this liquid with the diluted acetic acid; add the linseed oil previously mixed with the oil of turpentine, and shake thorough. Finally add the butter of antimony slowly with thorough agitation.

CLOTHES CLEANING FLUID.

1.—Borax..... 1 ounce
Castile soap..... 1 ounce
Sodium carbonate..... 3 drams
Ammonia water..... 5 ounces
Alcohol..... 4 ounces
Acetone..... 4 ounces
Hot water, to make..... 4 pints

Dissolve the borax, sodium bicarbonate and soap in the hot water, mix the acetone and alcohol together, unite the two solutions and then add the ammonia water.

2.—Chloroform..... 15 parts
Ether..... 15 parts
Alcohol..... 120 parts
Decoction of quillaja bark of 30 per cent..... 4500 parts

3.—Acetic ether..... 10 parts
Amyl acetate..... 10 parts
Liquid ammonia..... 10 parts
Dilute alcohol..... 70 parts

4.—Castile soap..... 4 ounces
Water, boiling..... 32 fluid ounces
Dissolve and add:
Ammonia..... 8 fluid ounces
Ether..... 2 fluid ounces
Alcohol..... 4 fluid ounces
Water..... 1 gallon

5. Carbon tetrachloride is much used as a clothes cleaner and has an advantage over some, because non-inflammable.

DEPILATORY CREAM.

a.—Powdered starch..... 20 parts
Water..... 120 parts
b.—Sodium sulphide..... 34 parts
Barium sulphide..... 30 parts
Water..... 180 parts
Palm oil..... 36 parts
Glycerin..... 21 parts

Stir the starch in tepid water in one vessel, and mark a. In a second vessel dissolve the sodium sulphide (crystals), and stir it and the barium sulphide in the water, add the glycerin and mark b. In another vessel melt the palm oil.

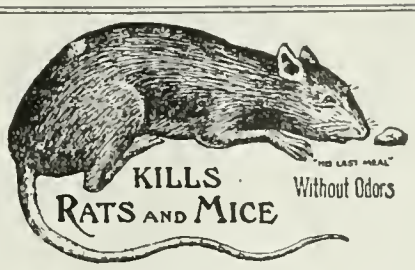
To mix the compounds, make the solution b. boiling hot; stir up the starch solution a. and then gradually stir it into solution b.; keep stirring until the starch thickens, add the melted palm oil, mix all well together, and then add the perfume (oils of citronella, mirbane, lavender etc.)

Before the mass congeals pour it into porcelain pots or wide-mouthed bottles. For use, rub the cream into the hair to be removed until the hair loses its crispness and filamentous form and becomes a pulpy mass; then wash the part well with water, and the hair will all be removed. Should the skin smart after applying the cream, rub in a little olive oil or petroleum.

NOTE.—Such preparations should be used with caution.

A hen is a versatile creature. After her lay she chants her lay.

*Southern Pharmaceutical Journal.



Rat Talk No. 3

AWFUL DEVASTATION!

Mr. Property Owner:—In Previous issues we have told you of the wonderful unique qualities of our scientific Rat Destoyer

RAT CORN

To-day we ask you if you know what the yearly property loss is, from the depredations of Rats in this country? It is simply enormous! Not a penny less than **$50,000,000.** It is an unnecessary and preventable TAX on your pocket-books—what portion of it do you pay?

Stop paying any part of it!

Save your grain, poultry, eggs, harness, buildings, furniture, ponds, embankments, piers, furs, clothing, books, etc., etc.

Begin saving them to-day!

Rat Corn Will Kill Your Rats Sure
Won't Kill Your Pets or Stock.
Mummifies Rats. No Bad Odors.

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25c "	2.00 "	24.00 "	
50c "	4.00 "	48.00 "	Half dozen in box for Counter Display.
1.00 "	8.00 "	96.00 "	

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To the Druggists of Canada

We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Ball-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing. We are making a special offer on the Ball-cup nipple until the 1st of January, 1912. Write us for prices.

THE HYGEIA NURSING BOTTLE CO.
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Section of ball-cup nipple. The puncture in the nipple is at the bottom of the cup.

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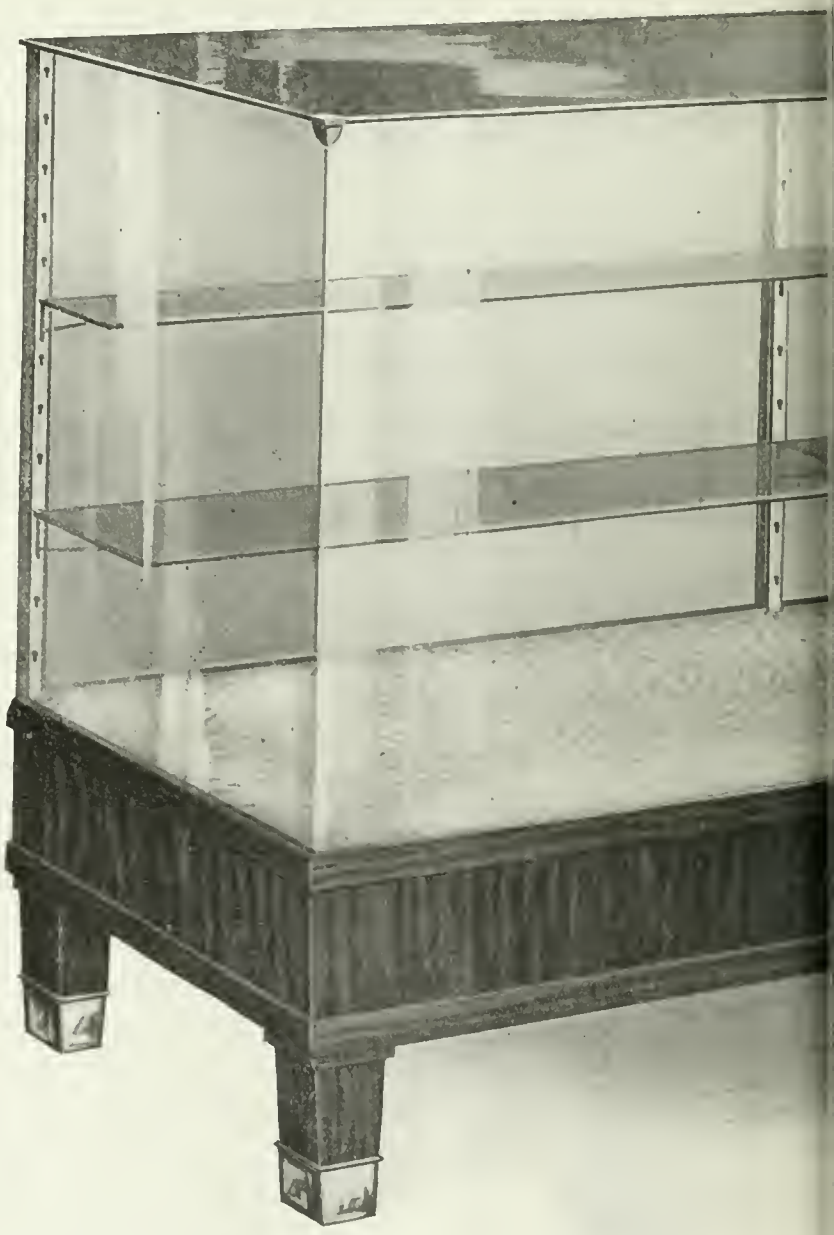

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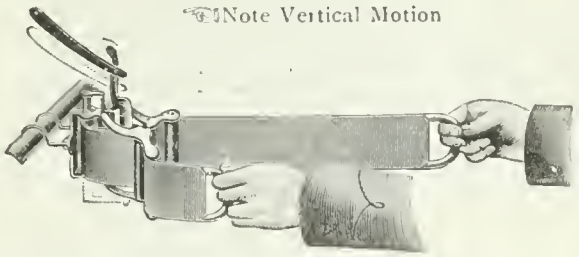
of Queen St. East, TORONTO.

The Greatest Boon to the Man Who Shaves Himself--
H. Boker & Co.'s Radium Double Action Stropping Machine.



To shave well and quickly you must strop well. Even with a Boker Razor you will not attain perfect results unless this is attended to. Stropping is an operation difficult to perform, as most shavers know, and many devices have from time to time been introduced to render stropping easy, but all these instruments have the great disadvantage that, although they in some measure sharpen a blade when first used, they soon leave a very undesirable blunt edge, because they are not capable of stropping at the correct angle. The Radium Machine, as can be readily seen, overcomes this, and is recognized as the only perfect machine for stropping razors. Giving precisely the same result as the highly skilled hair-dresser.

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A BOON TO WOMANKIND

THE only collapsible, self-adjusting infallible Supporter in the world, made of purest and softest rubber. Having 6 faces or cups it renders misplacement absolutely impossible. This feature does not exist in any other supporter. Highly recommended by the medical profession.

RETAIL PRICE, $2.00

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Druggists: write for descriptive circular and special introductory proposition. Made in two sizes, large and medium. Accompanying illustration shows full size of Medium Supporter. This size is generally used. Guaranteed satisfactory or money refunded. Address

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STEVENS' LINE

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The quality is right, package looks good and price is reasonable.

STEVENS' LINE

is recommended by the physicians and nurses.

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LIQ. AMMON. FORT.

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Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
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GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
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JOHN COWAN COMPANY, Limited

3 DALHOUSIE STREET
MONTREAL

The Soda Fountain

HOT SODA.

The hot soda season will soon be on in full force and druggists will do well to serve customers with something new, and which will appeal to the fastidious palate. We reproduce here from the Northwestern Druggist some formulas which may be of service.

TOMATO PUFF.

Tomato bouillon, 1 ounce ; sweet cream, 1 ounce; one egg. Shake thoroughly and strain into a warmed hot soda mug, then fill with boiling water. Serve with salt crackers.

HOT CELERY EGG.

One egg, 2 ounces of cherry juice, 1 spoonful powdered sugar. Mix thoroughly and mix again while adding hot soda. Add several cherries and a slice of orange. Serve nutmeg.

HOT GINGERBREAD.

Into a hot soda mug draw one ounce of ginger syrup. Into this squeeze one-quarter of a large lemon or one-half a small one. Fill cup with very hot water and serve with a spoon.

WINTER BRACER.

Pour one-half ounce of sweet cream into a mug and add one-half teaspoonful powdered Jamaica ginger, 1 ounce of clam juice and a little butter. Fill the mug with hot water and season to taste.

HOT MOROCCO MAIZE.

Into a 5-ounce bouillon cup put ½ ounce of hot cocoa paste and two tablespoonfuls of malted milk. Fill the cup with hot milk, stirring briskly to dissolve cocoa and malted milk, and serve with wafers.

HOT ROOT BEER.

Mix one fluidounce of root beer extract with 7 fluidounces of soda syrup. Use 1½ fluidounces of this syrup to enough hot water to fill an 8-ounce mug. Add a slice of lemon or a few drops of lemon juice.

HOT BEEF AND EGG.

Into a mixing glass break an egg and add two or three teaspoonfuls of liquid beef and a little pepper and salt. Add a very little warm water and shake until the egg is thoroughly beaten. Strain into a ten-ounce glass and fill with boiling water, stirring constantly.

HOT SWISS CHOCOLATE.

Malted milk, 1 spoonful ; sweet cream, 1 ounce ; chocolate paste, ½ ounce ; add hot water to fill the cup and top off with whipped cream. Chocolate paste is made as follows : Pure chocolate ½ pound; add enough plain syrup to make a paste ; evaporated milk, ½ pint ; vanilla extract, ½ ounce.

BEEF OF TOMATO

Into a bouillon cup pour a small quantity of tomato ketchup or bouillon and add one teaspoonful of extract, season to taste and fill with hot water.

HOT MALTED MILK WITH EGG.

Into a shaker break a fresh egg ; to this add one ounce of plain cream, one ounce of vanilla syrup, two teaspoonfuls of malted milk. Shake thoroughly. Do not strain. Pour into hot soda mug and fill with boiling water. Top with a teaspoonful of whipped cream.

HOT AROMATIC BEEF BOUILLON.

Into a hot soda mug pour one teaspoonful of liquid beef and a few dashes or aromatic extract (or a regular aromatic extract of beef can be used). Add ten drops of celery extract. Season to taste with salt and pepper and fill with hot water. Mix and serve with salt crackers.

MALTED MILK WITH EGG.

Two teaspoonfuls malted milk, one egg, two teaspoonfuls whipped cream. Dissolve the malted milk in one ounce hot water in shaker, add egg and whipped cream. Shake thoroughly, add sufficient hot water, constantly stirring, and pour into a nine-ounce hot soda mug. Sprinkle top with ground spice (such as mace, nutmeg or powdered cinnamon) and serve. A couple of salted crackers served with malted milk are appreciated.

ICE CREAM HOT CHOCOLATE SAUCE.

This is a famous winter dainty, combining both hot and cold. Pouring the hot chocolate sauce over the ice cream does not melt it and make it soft and mushy, as one would suppose. As soon as the hot chocolate strikes the cold ice cream it chills the bottom of the chocolate without appreciably melting the cream, so one is liable to mix the hot chocolate and ice cream with a novel and pleasing effect. Turn into a silver sundae cup a ten-quart shape disher of ice cream. Over this pour a half ounce of chocolate sauce. Top with a spoonful of whipped cream and serve with a spoon.

TURKISH DRIP COFFEE.

Mix one pound each of ground Java and Mocha. Place in a coffee bag made of strong cheesecloth or any cloth which will permit of easy percolation. These coffee bags are arranged to be suspended at the top of the urn. Through the coffee pour eight quarts of boiling water. Pour this water through

the coffee three times. Now add one quart of milk.

Keep this coffee hot in a coffee urn. Customers may sweeten to taste.

HOT MALTED MILK COFFEE.

Coffee ought to be played up more at the soda counter. Nearly everybody drinks coffee, and yet it is nearly always subordinated in drug stores to hot chocolate. This enables the lunch room man to get much of the business, for coffee is always a leader with him. The druggist ought to beat the lunch man out when it comes to selling hot drinks. He does it with cold drinks. Why should he yield the palm as soon as cold weather arrives?

By advertising variations of ordinary coffee you may reach those people who are looking for novelties. Hot malted milk coffee makes a good specialty to advertise and is easily prepared. You simply add a tablespoonful of malted milk to a mug of finished coffee, less if this makes too rich a drink.

The combination is a rich one, and almost constitutes a square meal. Topping with whipped cream is an addition. Go after this coffee business; it is worth getting.

The Druggist's Fountain in Winter.

By E. F. White, in The Spatula

The time has come when the druggist with good business foresight must be considering the problem of what he is going to do with his fountain during the winter months. He must settle the question as to whether he will drift along as the business begins to drop until he finally closes his fountain, or whether he will lay his plans to keep his fountain going during the entire year.

There was a time when almost any druggist could close his fountain when the first frost appeared and open it in the following spring, just in time for the hot weather, and have a fairly good summer's business; but this is no longer true. To-day a closed fountain is a detriment to business. The reason for this lies not only in the fact, that the possibilities of a good winter business has been lost, but also because the earning power of the fountain during the hot days has been discontinued. Yet the druggist who closes his fountain invariably loses many days of good business at his fountain before the time comes when he thinks that it is time to start. Then again it takes some time after his fountain is open again for business before all of his old patrons know the fact, and more than likely many of them have formed a habit of going elsewhere, so that it will be hard to get them back.

The disadvantages of closing the fountain during the winter are many while the advantages of running the fountain throughout the entire year are more, and should be well considered before a decision to close. I doubt if such a decision would ever be made. Surely it would be rare if the real situation were carefully looked into.

The man who runs his fountain all the year, provided of course that he runs it as it should be run, is always ready for business, and therefore takes in at his fountain every available nickle, and often makes enough on those early warm days when the other fellow's fountain is closed to make up, yes, more than make up for the few full days during the winter months.

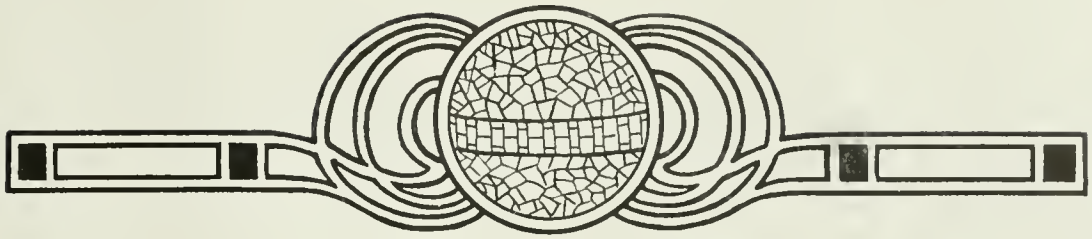
The druggist who runs his fountain all the year does not have to look for a new dispenser each summer for he can keep his dispenser the year through. Many druggists would run the fountain all the year were it not so much extra work for the clerks. Most fountains would pay for an attendant during the winter and there would be no bother. I remember some years ago inducing a man to run his fountain all the year who was in the habit of closing. At the end of the usual closing period we found that the fountain had run behind a little, but our business during the usual open of the next year was fully one-third larger and the second winter the fountain showed a good profit each month, after paying a good salary to the dispenser.

A fountain that is ready for business is attractive, it gives an air of prosperity to a store, and it is worth something to have it going just because of its effect upon the general business of the store. Try the open fountain this year, and you will find that your store will have an air of progressiveness that it has never shown before.

There is a growing demand for both ice cream and soda water during the winter. Soda is no longer simply indulged in as a thirst quencher on hot days but is enjoyed every day of the year, and those who are the best patrons of the fountain often indulge in their favorite beverage every day in the year, therefore when your fountain closes they go elsewhere and it often happens that they are so well satisfied that you never see them again.

To the above facts must be added the testimony of thousands of fountain owners who declare that it pays them well to run their fountains during the winter. The time was when it paid only the big down town druggist; now it will pay almost anyone who will run his fountain properly.

We know that keeping the fountain open during winter months is quite a problem for the druggist whose business gradually grows so small that it does not warrant him in keeping an attendant, and who is so busy that he does not feel that he can give the fountain proper attention. Still every penny taken in at the fountain yields a larger per cent. of profit than in any other part of the store. It must be remembered that once the fountain is installed, cost of keeping it going is a very small one and that it really takes no more of your time than any other branch of the business. Practically all the expense there is is a little ice, and as



Whenever you see merchants operating

SODA WATER FOUNTAINS

Who are doing big business due to their showing progressiveness by installing

Attractive, Sanitary and Convenient Aparatus

Just take a look at the name plate on the fountain and you will find it as below.

your drug business must be paying if you keep going at all, the question is can you afford to close your fountain even if it does not yield any larger profit? We answer emphatically No. Your business demands that you give the public the idea that every branch of your business pays. Run your fountain; run it correctly and take so much interest in it that your customers will obtain the impression that you value every sale made at the soda counter just as much as you do those that are made at the drug counter.

HOT DRINKS TO THE RESCUE.

Perhaps in the years gone by you have tried to keep the fountain going without serving hot drinks and as a result you have not done enough business to amount to anything. Try it again and let the sale of hot drinks come to the rescue. If you will give hot soda a fair try out you will be surprised at the result. The business in hot fountain beverages has been developing with rapid strides during the past few years, and to-day there is a larger demand for them in cities where a few years ago the dispenser could not have sold enough to pay his gas bill. This is the result of the persistence of those who had faith in this branch of the business. They have created the demand for hot drinks at the fountain. In other words they have made an opportunity.

Are you going to reap a part of the golden harvest? You will, if you enter the field. Hold back, hesitate, ignore the opportunity that lies at your door, if you will, but don't complain if someone else steps in and develops his fountain while yours is losing ground.

Hot beverages at the fountain have come to stay. We say this advisedly. For a number of years it seemed doubtful if hot drinks would ever become a great factor in the fountain business, and dispensers eagerly watched their success or failure. Perhaps one reason for the slow development of hot beverages was due to the fact that many dispensers did not serve good drinks. But those who did serve good ones have won out, and good hot drinks have become a recognized success. If you contemplate serving hot drinks either serve good ones or don't serve any. We can safely prophesy that the future of the hot fountain beverage is to be almost as wonderful as that of the cold beverages.

THE KEY WORD IS QUALITY.

Let me say right here that there is just one way to make a success of hot drinks, and that is to serve drinks of high quality. Some dispensers have built up a cold soda water business by giving quantity in the place of quality, but this method will never work when it comes to hot drinks. All materials used in hot drinks must be good—shall I say it—unusually good. But good materials are not all; these must be properly handled. Many dispensers can make a fair showing in the preparation of cold drinks who fail utterly when it comes to serving hot drinks, simply because they do not know how to prepare them. If you are going to have hot beverages served at your fountain, make up your mind that every drink served is going to be just as near perfect as it is possible for you to have it. Don't think that this is a hard thing to do, because it is not. To the contrary, it is a very simple matter if you only buy good materials and use good common sense.

THE CHANCE THAT WAS LOST

The dispenser who waits for someone else to make a success of hot drinks in his section before he gets himself into line naturally finds himself at the end. The opportunity to be first existed until someone else made the start; the man who lost this chance because he hestitated, wasted a golden opportunity. The same opportunity exists to-day, because the public want hot drinks. They may still be ignorant of the fact, just as there was a time when they were ignorant of the fact that they wanted cold soda, and yet to-day we class soda water among the necessities rather than among the luxuries. It does not take the public long to find out that they need anything once it is placed within their reach. Begin the sale of good hot beverages in your community and you will be surprised at the results.

A WORD ABOUT PROFITS.

First of all, let me say that they are large, just how large very few know who have not taken the trouble to figure it out. In the fitst place the investment is very small for apparatus when compared with a cold soda fountain. The outfit may cost as little as ten dollars, and with seventy-five dollars a most modern outfit can be installed. Of course more can be put into an outfit if one desires but that is a luxury and not at all necessary. At the same time I would have as good an outfit as my business would warrant.

It will cost you much less to run and maintain your hot apparatus during the season than is required for maintaining a cold fountain, as the expense for fuel is a very small item at most. For example, a small urn costs from three to five dollars a month to run.

Your soda fountain being installed, the hot urn takes up no extra space, and even if your sales are small they are sure to yield you some profit because profit on each drink is much greater than that on cold drinks. Take, for example, beef tea. A fine cup can be prepared for from one to one and a half cents; this at five cents leaves you a profit of 3½ to 4 cents. Most hot drinks bring ten cents, and can be prepared so that they are excellent from 3 to 3½ cents, which means an excellent profit. From this it will be seen that the profit on five or six drinks a day will pay for the running expenses.

Taking all these facts into consideration, since it is certain you cannot afford to close your fountain the question arises, can you afford to try to run your fountain during the winter without hot drinks?

BE ABLE TO FILL ORDERS

FOR

PINEX

The Big-Selling Cough Remedy

Is now the largest selling cough remedy in the U. S., and is rapidly gaining the same position in Canada.

This remedy was designed by a pharmaceutical chemist to take the place of a thousand and one home-made cough remedies, upon which the druggist makes little or no profit.

These people are being educated to buy Pinex (50c), getting a better remedy, and paying the druggist a good profit.

Pinex has brought to the druggist a big volume of new business from people who would not buy an ordinary cough remedy.

It is clean, meritorious pine-tar preparation. A quick repeater. You can stock it safely.

The sale is guaranteed. Unsold bottles returnable at any time.

ORDER A FEW BOTTLES FROM ANY JOBBER

$4.25 per doz. Retails at 50c.

Manufactured by

THE PINEX CO., Toronto, Ont.

"Every Coat we turn out a Winner"

Druggists' & Dispensers' Coats

Your personal appearance will be improved by wearing our made-to-measure coats thoroughly shrunk. We have a large variety of styles and strictly washable materials.

Cut shows Style No. 18, made from any material desired

Write for our swatch card showing styles, materials and prices, free upon request. We can fit you by mail very nicely.

Free Delivery in the United States and Canada

Address:

WEISSFELD BROTHERS

115 Nassau St, New York

Turn Into Money

Your slow and doubtful book accounts—Hand them to the Collection Dept. of THE MERCANTILE AGENCY

R. G. DUN & CO.

70 Bay Street

The Collection Service, which has been proved most satisfactory by all users of it is

Open to Reference Book Subscribers.

Subscription and Collection rates on application.

OVER SEVENTY YEARS RECORD OF EFFICIENCY.

Excise Drawback on Export Orders

ROBINSON'S ORIGINAL

Concentrated Waters

Standardised to B. P., 1898

When diluted in the proportion of one part to forty parts of water at 60° temperature, they faithfully represent the Medicated Waters of the British Pharmacopœia. They are always of uniform strength, and will keep good any length of time in any climate.

Aqua Amygd, Amar Conc. (U.S.)	96c per lb	Aqua Foeniculi Conc.	96c per
" Anethi. Concent	96c "	" Menth. Pip. Conc.	96c "
" Anisi, "	96c "	" " Ang "	$1.44 "
" Camphoræ, "	96c "	" " Virid "	96c "
" Carui, "	96c "	" Pimentæ " "	96c "
" Cinnam. Ver. Conc.	$1.41 "	" Pulegii " "	96c "
" Cassiæ Conc.	96c "	" Rosmarini " "	96c "
" Flor Aurant.	$2.04 "	" Rosæ " "	$2.04 "
" " Sambuci Conc.	2.04 "	" " Virgin.	2.52 "

The above may be had in ¼ lb., ½ lb. or 1 lb. Bottles and upwards through most of the Wholesale Drug Houses.

SUPERIOR ORANGE WINE (Vin. Aurantii, B. P. 1898)

B. ROBINSON & CO. LIMITED

Distillers and Brewers of British Wines

PENDLETON, MANCHESTER

FOR OVER HALF A CENTURY

BROWN'S BRONCHIAL TROCHES

Have been recognized throughout the world as a staple remedy for hoarseness and coughs.

A preparation of simple medicinal substances held in general esteem in the treatment of throat affections caused by cold or exertion of the vocal organs.

The Troches are effective in disorders of the throat and larynx, and an invaluable aid to speakers and singers for allaying hoarseness and irritation of the throat.

To sufferers from Lung Troubles, Bronchitis and Asthma, they afford great relief. Warranted free from opiates or anything harmful. In boxes only; never sold in bulk

BROWN'S BRONCHIAL TROCHES

Advertising matter sent free to Druggists upon request

John I. Brown & Son, Boston, Mass.

It goes without saying that no stock is complete without

Mrs. Winslow's Soothing Syrup for Children Teething

First introduced in 1849. It is now favorably known and sold all over the world.

Fancy Goods and Stationery

Stationery Pays.

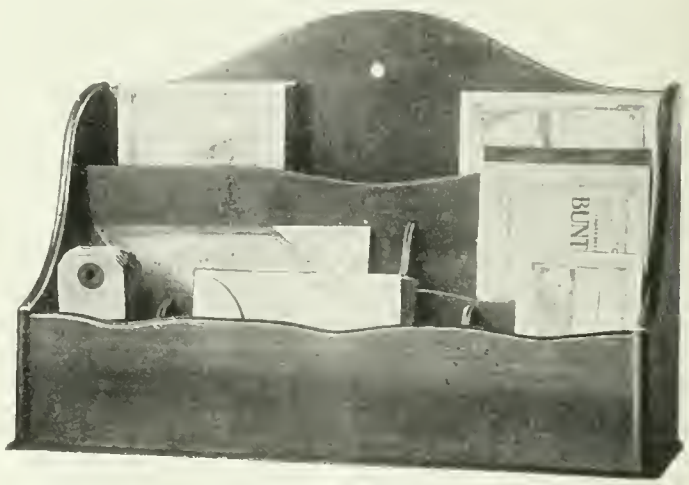
The sale of stationery, that is, writing paper, envelopes, writing pads, even pens and pencils, can be made one of the most profitable parts of the druggists business if he will go about it right and make his stationery case or display a prominent feature in his store instead of relegating his scanty stock to the darkness of a drawer or shelf. The drug store is more often called upon for the sale of postage stamps than is even the local post office, so what could be more natural than that the druggist should also sell the paper and envelope on which the stamp is placed? There is probably only one reason, because the supply of stationery is kept out of sight and the purchaser of the stamp doesn't know that the druggist can supply her, her especially, for women buy more stationery at drug stores than do men. If a show case were devoted to stationery, daintily and attractively displayed, and if every sale of postage stamps was made from over that case, the customer's attention would inevitably be attracted, and the coordination of ideas —stamps and letter paper—would be fixed in her mind, and would result in sales. But to attract the feminine purchaser of stationery the display must appeal to her inborn taste of things daintily and refined; merely filling up a show case with writing pads, boxes of letter paper and piles of envelopes will not attract—in fact, this will repel, and this way of showing stationery is one reason why many druggists say its sale does not pay for the trouble.

A New Line in Note Paper.

Probably what has never been put up before at the price, is now being offered by Warwick Bros. & Rutter, of Toronto, in the shape of note paper. The "Lotus Lawn" De Luxe quality, is a real-white linen faced paper, and is sold to the dealer at such a price that he is able to make a satisfactory profit. In this respect the Lotus Lawn has no competition, therefore its success is assured.

New Stationery Case.

The accompanying illustration is of a new stationery case being shown by Buntin, Gillies & Company, Limited, Hamilton. It is highly finished and divided into three compartments, each subdivided by movable partitions. It may be used either on top, or fastened to the side of desk or table.



"Nylo" Chocolates.

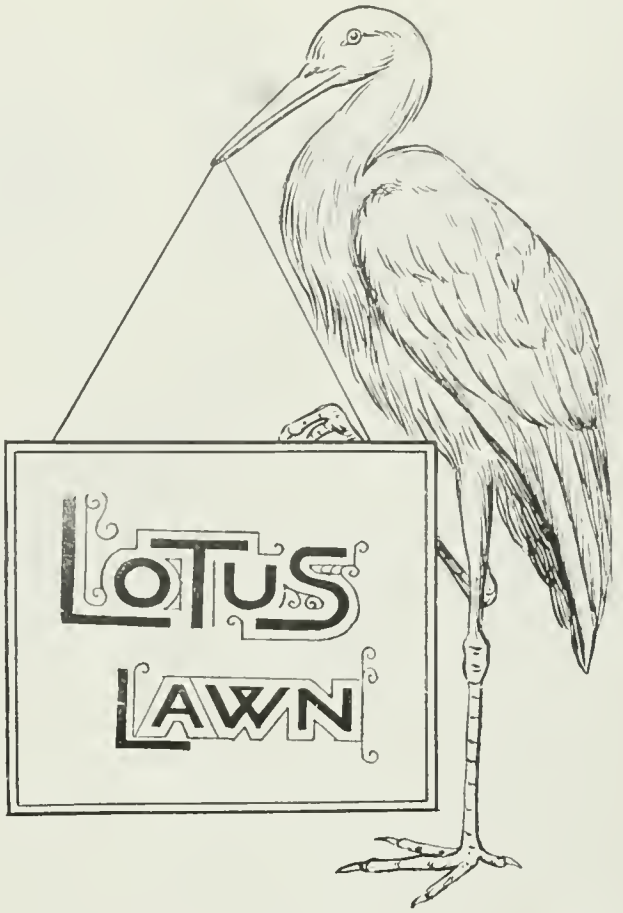
We learn that the "Nylo" line of chocolates is now an accomplished fact; that the first chocolate maker in America has been secured by Manager Smith to give Canadian pharmacists a line—exclusively their own. A line they can recommend as actually the best.

We understand that the manufacturers have placed a box of chocolates in the hands of every druggist in Canada. One of the druggists we interviewed a few days ago said: "This is the finest thing that has ever happened. The chocolates are perfect, they are different to anything we have ever tried. The boxes are beautifully finished, and the whole thing is put up in a very superior style." This is in itself need be very helpful to the druggist; and the other makers will have to get busy if they are to hold their own with the "Nylo" make.

How to Photograph Your Window.

Get two poles, each a little longer than the height of the window. Then cut strips of black cloth a little longer than the window is wide (lining cambric or calico will do), sew together and tack upon the poles. Now you have a large black screen to cut off all reflection from across the street. Cut a hole in the cloth for the camera, get

A New Arrival



DE LUXE QUALITY

Being fully aware of the requirements of the Canadian market, and its weak spots, we are introducing the Lotus Lawn line of Note Paper, Envelopes and Tablets, to sell at the popular price of ten cents. Heretofore it has been impossible to obtain a real white linen faced paper of good quality to allow a satisfactory profit to the dealer. In this respect the Lotus Lawn has no competitor---the value is unprecedented and its success is assured.

SAMPLES ON APPLICATION

WARWICK BROS. & RUTTER, LIMITED

MANUFACTURERS

TORONTO

two boys to hold the screen and you are ready to take the photograph.

Best results in day-time photography are obtained in the early morning of a clear day or at the time when the window receives the greatest amount of light. Pictures of strongly illuminated windows may be taken at night by the use of an explosive or flash. In this case the film or plate should receive an exposure of from ten to twenty-five minutes to bring out the greatest amount of detail.

Have all lights in the windows well shaded and as high up and near the pane as possible. This will bring out the contrast between shadow and high light, making your picture many times more effective.

Pharmacy Examinations.

The semi-annual Major and Minor examinations have been held in Quebec at Laval University, from the 8th to 11th inst., inclusively.

Licentiates in Pharmacy—Nineteen candidates have presented themselves, and six, of whom we give the names by order of merit, were successful in securing their diplomas as pharmacists : M. M. Antonio Dupius, Emile Fourbonnais, W.M. Barnes, Julien Choquette, J. H. Daigle and Jos. Gagnon.

Certified Clerks :—Thirteen candidates presented themselves, and nine, of whom we give their names secured their certificates : M.M. Damien Pare, (silver medal) Oscar Landry, J.S.M. Dubois, Geo. H. Deguire, Nicholas Cleroux, L.R. Gignac, Jos. Lucien Fortin, Jos. L. Lafond and L. G. Cadieux.

The examiners were M.M. J.E. Tremble, President, A.R.J. Moore, H. Lanctot, Momtreal ; O. St. Amour, Ste Agathe des Monts ; Henry Willis, Québec ; Arth. Farley, Hull ; and W.H. Chapman, Montreal.

Up-to-date Druggists.

It seems that some of the Western druggists can give us a few pointers in the way of advertising. Samples of such advertising frequently find their way into our office, and one as recently as this week, which came from Moore's Olds, Alberta ; was in the shape of a blotter. It reads : THREE-SIX is our phone number, and there are 36 good reasons why you should know that number by heart. Your phone order to us will received prompt attention by qualified dispensers.

Moore's drug store has got a reputation for serving out good advertising matter, and we believe that some of the Eastern druggists would do well to follow their example.

Much of the original sin to be observed about us doesn't show many signs of originality.

A Preliminary in Sight-Testing.

It will save time in all cases and trouble in some, if a rough and approximate test is made of the refraction of the eye, using spheres only. Of course such a test will not necessarily give the correct answer, but it does give something that will help a great deal in the making of more careful and exact tests. It tells the approximate spherical error, and the probable limits of the astigmatism present. For instance, suppose the visual acuity with glasses is 20-40, and a plus 3 brings the acuity up to 20-15, while a plus 4 blurs it again to 20-30 about ; this would be strong proof that the astigmatic error is a small one. While if the improvement in the visual acuity, as the result of the application of spheres is slight, then there is either considerable astigmatism, or else it is a case of amblyopia. As to which of these conditions is present, the further examination will bring out ; but the knowledge thus gained by a rough test with spheres alone will save time and will often be of great advantage.

In making a rough test with spheres alone, writes Mr. R. M. Lockwood, the previous tests for visual acuity for far and near without glasses will be a guide as to what fogging lens to use in the test, but it must surely be strong enough in plus power. Suppose the visual acuity for distance without is about normal, and that with a plus 4D sphere all the letters on the distant chart are blurred. That would show that plus 4 is ample for blurring in this case. In another case the plus 4D might decrease the visual acuity very little, in which case it might have to be increased to plus 7 or 8 D., or the case might be one of myopia, in which near vision is good and distant vision is poor, when possibly no plus sphere at all would be required for satisfactory fogging.

In any event a lens must be used that surely fogs, and this should be placed in the frame in front of the right eye, the other eye being blocked off. Then add minus spheres in front of the fogging lens, noting the improvement in vision as increasing powers of minus are used, say by steps of 1 D., which is fine enough for a rough test, until best vision is reached, and no further. A close observance of the clearing effects of the minus lenses in front of the fogging lens as they are applied will enable the optometrist to select the correct lens. It must be remembered in making this test that the purpose is only to get preliminary information.—Optician and Photo. Trade Journal.

"Suddenly," said the man with a three days' growth of beard and an out of date necktie, "I found myself falling 400,000 feet into the depths of a bottomless pit."

"Dreaming, I suppose."

"No ; just getting from under a corner in wheat."

UNFERMENTED

WINES FOR XMAS

PURE BRAND

Are the Best that Money Can Buy

BECAUSE--We use the best fruit that can be obtained.
We have every facility for making them good.
We insist on cleanliness in making them.
We put quality first.
We make an assortment to suit every taste.
We have many years of experience behind them.

All Sterling Brands

Black-Berry, Black-Cherry, Claret, Ginger, Grape, Orange, Port, Red-Cherry, Raspberry, Sherry, Strawberry, and Tokay.

——Write for Our Price List——

THE T. A. LYTLE CO. LIMITED

STERLING ROAD - - - - - TORONTO, ONT.

Photography

Every Druggist who deals in photographic goods should subscribe to Art & Photography. It will help you to develop your pictures properly. It will show you how to get a good picture. And besides giving all the latest "photo" news, it will give formulaes and practical hints which will prove very useful to you in your photography department. Send for a sample copy.

"Art and Photography" is a monthly journal published in the interest of the professional and amateur photographers of Canada. Our aim is to provide an interesting and instructive monthly, which will be of some assistance to photographers, both amateur and professional.

We invite our readers to send in their prints for criticism, and if they are worthy of publication we shall be pleased to reproduce them.

A Special Offer to Druggists.

We are now making a special offer to druggists. We believe we can help every druggist who handles photographic goods, and they in return can help us.

From the 1st of November to the end of this year we will pay any druggist 50 per cent. on every subscription he sends in. All you have to do is to write us and we will send you a number of journals with advertising matter and show cards for your counter. It will help you and your customers, especially the amateurs who are anxious to learn more of photography.

Send all communications to "Art and Photography," Dineen Building, Toronto, Ont.

Testing Automatic Washers.

Before relying upon an automatic washer to confer permanence on the prints by getting rid of every trace of hypo, it should be tested. It does not at all follow, because water flows into it and out of it, that the water it contains is properly changed. Whether this is done or not can best be seen by adding some powerful coloring matter to the water in the washer and noting how long it takes for the contents to become quite clear. Ordinary writing ink will do; but a better coloring solution for the purpose is made by dissolving a few grains of potassium permanganate in an ounce or two of water. Hot water hastens solutions. Besides this, a test should be made by washing some prints in the apparatus, taking one out after half an hour, one out after three-quarters and so on. The water should be allowed to drip from the print into a vessel containing the merest trace of permanganate, giving it a feeble pink color, it is a sign that they are free from hypo.

A good picture by a young amateur.

Get This Barber-Ellis $10 Xmas Assortment

Stationery has always been and always will be a favorite Christmas gift. Barber-Ellis stationery has established a reputation for quality, correct style and fine appearance that is equalled by no other stationery in Canada. Just figure this profit for yourself. The $10 assortment contains:

10 boxes	No.	614	sold to you at	7c,	retail	15c,	profit	80c.
6	"	560	" "	12½c,	"	25c,	"	75c.
6	"	531	" "	16¾c,	"	30c,	"	91½c.
6	"	527	" "	18¾c,	"	35c,	"	97½c.
3	"	601	" "	25c,	"	50c,	"	75c.
3	"	593	" "	45c,	"	75c,	"	90c.
3 boxes	No.	508	sold to you at	45c,	retail	75c,	profit	90c
1	"	539	" "	75c,	"	$1 25,	"	50c
6	"	524	" "	18¾c,	"	35c,	"	97½c
6	"	622	" "	16¾c,	"	30c,	"	91½c
6	"	565	" "	12½c,	"	25c,	"	75c

TOTAL PROFIT - - - - $9.13

Here Is a Clear Quick, Profit of 90 per cent.

We can give you immediate delivery upon this and if you wish can give you a larger assortment including many new boxes with beautiful, artistic covers. But the important thing is to get your order in today. We have only made up a limited supply and we expect a quick sale of the entire lot.

Use the Coupon Now

Barber-Ellis Limited, Toronto, Ont.
We enclose $10 for which please send us immediately your $10 Christmas assortment.
Name.....
St. & No.....
City.....
Prov.....

The Beginner and His Camera.

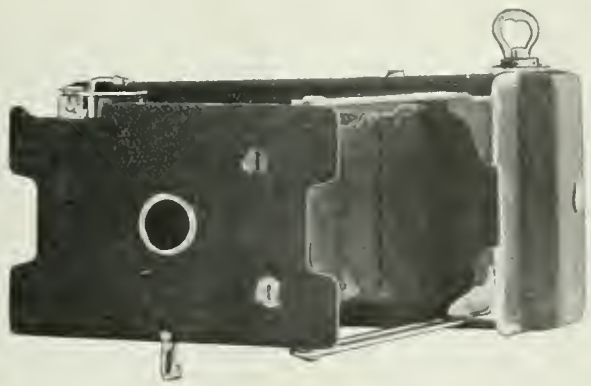
(From the writer's own experience.)

Oh, the six thrills of that first spool of film. How often it happens that the amateur goes to the dealer and buys his first little two or three dollar camera, the salesman loading it for him, and he goeth forth to do or die. Some of the films turn out well, some are bad, and why? Why? apparently it is not so easy as it seems, and back he goes to the salesman, and the poor fellow does the best he can to set the amateur right as regards over and under exposure, lens stops, shutter speed, and what not, but the fault lies in the beginner himself. Too often the instruction book that goes with the camera is thrown aside and hardly looked at, consequently the beginner tries to take snapshots when the sun is not shining, or he sets the shutter at time and forgets to close it, or he takes time exposures while holding the camera in his hands. His pictures are blurred, they are too dense, they are anything but what they should be. The trouble is ignorance, the real remedy is knowledge. The instruction book that goes with the camera should be carefully read, it is also a good plan to purchase a book on photography for beginners, also at least one good magazine on photography should be subscribed to. Then, again, the manufacturers of cameras, paper and films publish booklets which are to be had for the asking. They contain a whole world of information, such as the beginner seeks. It is not too much to say that with the helps mentioned above the beginner may overcome 90 per cent. of his troubles. Considering the camera first, the best possible guide is the instruction book that accompanies it when sold. First take the hand book and go over the empty (unloaded) camera, identify each separate movement and its ways of working; this done, drill yourself in the operations required to make a picture, beginning with the opening of the camera, and passing in order all steps until the exposure has been made, and a new section of film has been wound into place ready for the next exposure, then read carefully what the book says about the lens and shutter fitted to your camera. If yours is fitted with a single achromatic or meniscus lens do not attempt to take snapshots with it unless the sun is shining brightly and full on your subject; if it is shining but weakly it is better to stand the camera on something and take a quick time exposure. Do not get too close to your subject, you are more likely to under expose. It is better when taking portraits of your friends to pose them in the shade, and give a time exposure; you will thus avoid having them blinking through the strong sun shining full in their faces. Always make sure that the shutter is set at I for snapshots and T for time exposures; you will thus avoid spoiling many films; especially is it necessary that you should learn to load and unload your camera. With roll film cameras care is needed to see that the end of the spool marked top is properly placed in the camera or the black paper backing will be faci the lens instead of the sensitized film, and we will later wonder why we get no picture out of our six exposures. A well-known box film camera is particularly troublesome in this detail. It is provided with a black cardboard apron, having a hole through which the number of the film can be seen. In spite of the clear instructions many beginners ieed the black paper protecting the film behind the mask instead of in front. The result is they get a blank film. The blunder which wastes the most

Taken by a Toronto Druggist.

films for a beginner is the neglect to wind on a new section of film after each exposure. You should get the habit of doing this before going on to your next picture.

If a film pack camera is in use, you must learn to pull the tabs up and out with a perfectly straight pull as the slightest zig-zag tears the side of the tab and cause it to stick, thereby making further use of the pack impossible until one can remove it from the camera (in the dark room or in a safe light) and get the tag working smoothly again or removed altogether. Always remember that the lens furnished with these little cameras are the simplest and cheapest form of camera lens made, but good work can be done provided you realize that it has limitations. An achromatic lens is simply what the name implies, in other words it is corrected only in so far that it brings the rays of colored light into a focus on the film, it is corrected so as to give fine details at only a small opening relative to the size of the lens so that only a limited amount of light can reach the sensitive film



Cut of Vest Pocket Camera.

Loose Plates in Dark Slides

No plate ought to be so loose in the dark slide as to rattle when shaken, and if this is the case, the spring of the slide should be bent out until it presses sufficiently on the back of the plate to stop it from shaking. In slides which have no springs, extra thin plates will sometimes shake about in this way. They can be stopped by putting behind them a little piece of flat brass spring, bent into a bow shape. A little crumpled wad of paper may even be used for the same purpose.

The above picture is a reproduction of the latest product of the Ansco Camera Factory, namely the Vest Pocket. This little camera has been put on the market in response to the large demand for a folding pocket camera that would be compact, and at the same time take a fairly large picture, namely, $2\frac{1}{4} \times 3\frac{1}{4}$. It is made of metal, covered with fine seal grain leather, real leather bellows lined with rubberized cloth. The shutter gives time and instantaneous exposures. A new and original idea is used as regards the winding key in order to save space. It takes a regular Ansco 4A film which fits the No. 2 Buster Brown or the No. 2 Brownie.

We are publishing the above picture for the benefit of those druggists who are just about entering the field of photography, and we intend to publish in subsequent issues, if possible, pictures of interest. The pictures will be criticized by one of Canada's best photographers, and we believe this should be of material assistance, both to the druggist and to his customers.

The above picture would have been far better had the three figures been omitted. The reader will observe a line drawn on the left side and across the bottom of the picture, which shows just about what the picture should be. It is always a mistake to attempt to get figures in a picture such as this. It should either be a landscape picture or a group photograph, not both.

More than Salesmanship.

Nothing hurts a store more than to be constantly out of some staple article or other. We would emphasize the importance of having goods ready to sell quickly. All household remedies, bath liquids and dry substances should always be ready, put up in the size package usually called for. There is a list of fifty or more items that should be ready wrapped and bottled in the smallest store. It is just as desirable to get the customer out of the store quickly as it is to get him in, provided he goes out satisfied.

Selling goods in a drug store is a special science. We will not deny the effectiveness of a lurid painting of the merits of an article to make it appear more valuable than it really is. But use discretion ! The salesman who praises his wares with glowing phrases and high sounding words makes sales. His methods, therefore, measured by his success are right. But methods must not be judged by success alone in our business. The druggist has before him commercial success as a necessity. But he has more than that. His mission is something more than mere prosperity, and if he holds his head up and keeps his mind's eye on the right ideals, and conducts himself as a professional business man should, and last and best does his work well, using in the meanwhile ordinary common sense in all his dealings, sufficient ability as a salesman will be his to insure his success. Building a drug business does not depend so much on salesmanship. The surest and best way to hold and increase the business of a drug store is to put the store in a condition to merit business. Goods well bought, well kept, properly dressed, tastefully displayed and honestly presented are easy to sell. — Pittsburg Druggist.

Drug Clerks' Attention.

As we have numerous enquiries from druggists for assistance, we ask any drug clerks who are looking for a position either now or later, to fill in coupon below, and return to us, and as opportunity offers we will put you in touch with druggists requiring assistants.

E. E. WEST & CO.,
Wholesale Druggists and Manufacturing Chemists,
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Name..... ....
Address..... ....
....
Age .....Exp.... ....Salary ....

What appear to be idle tears are often the busiest ones.

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"Things Different" in Valentines.

Howe's THINGS DIFFERENT
Nickerson's THINGS DIFFERENT
Carpenter's THINGS DIFFERENT
Drysdale's THINGS DIFFERENT

Unnecessary to state more. "Get in touch."

EASTERS

"Things Different" in Easters.

Howe's THINGS DIFFERENT
Nickerson's THINGS DIFFERENT
Carpenter's THINGS DIFFERENT
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Could any combination be so strong?

Avail yourself of the opportunity Were it not easy to call forth criticism that might seem possible to be well founded we should feel inclined to offer our services in the selection of a tidy, well-assorted range of each of the above productions.

Here's what we will do.

To those who care to make us responsible—Open orders placed up to December 15th we will ship early in January, and if not to entire satisfaction we will accept back within one week after your receipt of them any series or all and we will pay the express back.

Don't hesitate, we're serious. We have confidence in the goods, and in the values. (Guaranteed satisfaction).
seems safe.

Specify the value of Valentines, also of Easters.

Valentine terms Net 30 days as Feb. 1st Draft.
Easter terms Net 30 days as April 1st Draft.
or a combined Valentine and Easter order as Mar. 1.

References on new accounts always appreciated.

Dandy lines in the Valentine and Easter Postals, also sentiment but no slush.

Mention this publication.

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is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

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INHALERS always ready for use, to be carried in the pocket.

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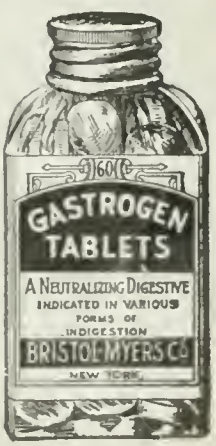

A Brief Review of Progress in Pharmacy.

By F. A. Upsher Smith, Ph. C.

Since the introduction of antipyrine in 1882, the therapeutic field has been flooded with thousands of new remedies, of which perhaps less than one per cent. are really valuable and necessary additions. The succeeding years have brought in the following important drugs: 1885, Urethane; 1886, Sulphonal; 1887, acetanilide and Phenacetin; 1890, Trional; 1899, Aspirin; 1904, Stovaine; 1905, Novocaine. Tuberculin was introduced in 1890. Diphtheria Serum in 1892. A moment's consideration shows that the rapid and enormous multiplication of possible remedial agents has been in one sense a positive detriment to progress, because it has turned the attention of physicians from a limited number of drugs, chiefly vegetable or inorganic and inexpensive, to a legion of new drugs, largely chemical, complex in composition and expensive to the point of extortion.

A glance through current literature might give the impression that these new synthetics represent recent progress in pharmacy. But a closer study of the subject reveals a very different state of things. The modern physician takes a wider view in his search for remedial agents. He ramsacks the whole realm of nature in choosing his armamentarium, using a gas from the atmosphere, an obscure animal gland, a physical force such as electricity, a vegetable ferment, or an emanation from an element like radium, with the same naturalness as when he formerly prescribed the common drugs of the vegetable, mineral and animal kingdoms. For this reason the commentator on modern pharmacy must not limit his attention and interest to the commonly accepted drugs in the materia medica. In attempting a brief review of recent progress in pharmacy, it will, therefore, be proper to refer to therapeutic applications and methods, rather than give detailed notes on a few selected remedial agents.

Lactic ferments are used largely, not only for making buttermilk, but in the treatment of intestinal troubles, rheumatoid arthitis and exphthalmic goitre. They have been used with some success in gonorrhea, dysentery, diarrhoea, constipation, and a number of other troubles. In fact they have been tried in a more or less empirical way for alevery conceivable disease, including hay fever.

Carbon Dioxide Snow has been introduced as a cauterant. When applied in the form of a pencil to naevi, warts, lumps, etc., it completely destroys the growth, usually in a single application. The process is simple and practically painless. It has been proposed to call this method of treatment crymotherapy, from the Greek word, krymos, Frost

"606" or Salvarsan now seems likely to yield place to the improved form "Neo-Salvarsan,"

*Reprinted from the Journal A. Ph. A.

which will soon be on the market. It is stated to be easily soluble in water, forming a neutral solution to which the addition of caustic soda is unnecessary. The dose is larger, 0.9 gram of Neo-Salvarsan being equal to 0.6 of Salvarsan. It is given the intravenous or intramuscular injection, preferably the former. Up to March 30, one physician in Germany had tried the new drug on 269 patients with greater toleration than with Salvarsan.

Combretum, the plant so much vaunted a few years ago for the treatment of the opium habit, appears to have lost favor. It is probable that it merely served as a vehicle for the diminishing doses of morphine that were used in the treatment.

Collodion has recently been applied most successfully to the treatment of boils. A ring of collodion is painted round the boil, and the application repeated several times a day. The procedure has been found to exert a gentle and increasing pressure on the boil, which results in its bursting, the core being squeezed out at the same time.

Hormonal, or persistaltic hormone, is being used in the treatment of constipation. Hormones are the substance which give character to internal secretions, and which, on absorption into the blood, influence tissues and organs others than those from which they have been obtained. Specific hormones of physiological importance have been obtained from the testes, ovary, intestinal epithelium, pancreas, thyroid, suprarenals and pituitary body. Hormonal is an extract of the spleen. It came to be used because it was found that normal intestinal peristalsis is produced by a specific hormone which is stored chiefly in the spleen. The adult dose is 15 to 20 Cc., by intramuscular injection.

Mercury Succinimide had been very widely tried in tuberculosis, but it would seem to have failed to justify the high hopes that were entertained as to its usefulness.

Hydrogen Peroxide can be ranked among the most useful drugs in the Pharmacopoeia. It has given good results as an injection in gonorrhea and in peritonitis, for the irrigation of sinuses and septic cavaties and as a prophylactic gargle against cerebromeningitis.

Bismuth Gauze, is now largely used in place of iodoform gauze. It is odorless, non-toxic, less irritating, less expensive and more efficient. In packing cavaties it remains sweet and odorless for many days. It is prepared by mixing two ounces of bismuth subnitrate with the same quantity of glycerin, adding gradually two and one-half pints of warm water, and passing about 20 yards of gauze slowly, about three times through the emulsion.

Epsom Salts, in doses of 1 drachm, two or three times a day, has been found to be a cure for warts.

Oxygen. The inhalation of this gas is of great

(Continued on page 781)

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Sweeping Compounds.

According to a patent issued in 1905, a sweeping compound is composed of sawdust, silicious material, rosin, oil and tar. Another patent calls for catechu, 1 part; mineral oil, 8 parts; sawdust, 116 parts; bran, 32 parts; sand, 48 parts; and water containing a small amount of nitrobenzene, 32 parts.

This is offered as a good formula:

Paraffin wax..... .....1 ounce av.
Paraffin oil..... ..... 2 pints.
Salt ....4 ounces av.
Sea sand..... ... .4 pounds.
Sawdust..... ....5 pounds.
Oil of eucalyptus..... ....1 fluidounce.

Melt the wax, add the paraffin oil, incorporate the sand, salt, and sawdust, and finally add the oil of eucalyptus.

The price of Santonin, which has already reached an enormous figure, has again been further advanced, says the Phar. Journal. So far as can be judged, the extravagant price does not appear to have seriously checked consumption, although, of course, stocks in hands of dealers and distributors have, no doubt, been reduced to the smallest possible dimensions. The crux of the whole matter seems to be that, in face of repeated bad harvests, of the socalled wormseed, consumption appears not only to have been maintained, but actually to have increased to an extent which have more than completely overtaken the supply. Moreover, there appears to be no prospect whatever of any reduction in price in the immediate future, seeing that this year's crop of wormseed, which had at one time promised to yield abundantly, was unfavorably affected by a continued period of wet weather, with the result that the yield has proved to be a small average crop. It is reported that attempts are being made to cultivate the plant in various parts of the world, but so far experience has shown that only the wild plant as it grows on the Turkestan Steppes can be relied on as far as the yield of santonin is concerned.

Kent-McClain Again.

Mr. W. T. McEachern, of Port Arthur, in making his recent and expensive store improvements installed twelve new silent salesmen, all of the famous "Roman" design (all glass construction with green marble base) except one "Special" and the indispensable exception the "Trianon" combination show case, counter and stock cabinet. All made by Kent-McClain, Limited (Toronto Show Case Co.)

A woman with a charge account often forgets that the first of the month has a way of coming around.

Kieselguhr.*

By Henry C. Blair.

No information is given in the books of reference used by pharmacists, except in Merck's Index, about this substance; a few manufacturers and teachers know of it and the name, Infusorial Earth is applied to it by dealers and others, although it is incorrect.

The name Kieselguhr is German and literally translated means Silicious Marl. This marl is a deposit found in the dry basins of prehistoric lakes and seas, particularly in Lunberger Heide, in the vicinity of Berlin, Germany, and near Bilin in Bohemia. It consists of silicic covering of dead diatoms and upon incineration leaves a residue silicic anhydride SiO_2. Usually the natural deposit is calcined so as to destroy the organic matter, then floated and dried.

Kieselguhr is marketed of various kinds from the heavy, buff-colored kind to the very light, white kind, and varies in price according to the quality and inclination of the jobber. Of the various samples secured from the jobbers in Philadelphia and New York during May, 1912, all but one were labelled Infusorial Earth, and under the microscope all but one show skeletons of the diatoms and none of them show Infusoria, so they are improperly labelled.

I have been unable to procure a sample showing Infusoria, and therefore conclude that Kieselguhr is Diatomaceous Earth and is not Infusorial Earth.

Technical uses of this Diatomaceous Earth are chiefly for metal and wood polishes, for manufacturing of dynamite in fire-proof compositions, for insulating steam pipes and electric insulators, also in the manufacture of liquid glass and glass, in packing for caustic or inflammable liquids, and in soap and paper making.

In pharmacy Kieselguhr is used as a filtering medium, as diluent for powdered extracts, pills, pastes, and to obtain sterile filtrates.

The very light, white Kieselguhr is the proper grade to use in pharmacy. In Germany this is known as Terra Silica Calcinata Precipitata which is, of course, too much of a name for ordinary use for such a simple substance.

Kieselguhr may be easily detected under the microscope (200 to 300 diameters), as the forms of skeletons of the diatoms are recognizable, the one, that predominates in most of the lighter, white varieties is called Navicula, but various other forms are always distinctly seen.

One sample obtained from a jobbing house shows neither Diatoms nor Infusoria and may not be true Kieselguhr. Also two samples show no naviculae.

The best variety absorbs four times its weight of water.

The price of the finest quality in single pound lots is twenty-five cents.

*Presented to the Pennsylvania Pharmaceutical Association, June, 1912 and reprinted from Am. Jour. Pharm.

Hull Oil Manufacturing Co. Limited, Hull, England

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"Homco" Brand Castor Oil **Soya Bean Oil** **Soft Soap**

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When properly cemented will never separate

There is no other preparation "just as good" as Major's China Cement. It is made upon honor. It has been on the market for thirty-five years, and when used according to directions has always given satisfaction. It is sold on its merits, and dealers handling it will find that the best advertisement is a satisfied customer.

D. Watson & Co., Agents, Montreal

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For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

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WHOLESALE DISTRIBUTORS FOR CANADA

Cotton may be used as a filter medium when the liquid contains only large particles in suspension; it is convenient, efficient and economical.

When a filter press is used only a pulp of some sort can be used.

Talcum, the purified kind, is difficult to make and expensive to purchase. Few jobbers can supply it, and when they do, it is often little better than the commercial variety. It is soluble to an uncertain extent and for many other reasons is not always satisfactory.

Kieselguhr is about four times as efficient as Talc, and therefore, since purified talc costs the same as Kieselguhr (25 cents) it is only one-fourth as expensive to use.

A concise statement of Kieselguhr follows:

Kieselguhr, Diatomaceous Earth, Terra Silicae, SiO2, the silicious covering or skeletons of the Diatoms obtained from marl by incineration and levigation, absorbs four times its weight of water; distibguished under microscope by skeletons of the various Diatoms.

Pharmaceutical uses as a filtering medium, and to obtain sterile filtrates, excipient for pills, absorptive diluent for powdered extracts and pastes, etc.

Store Personality.

A pharmacy can be given an attractive and distinctive personality, just the same as a human being. Personality is a mighty important factor, in modern business, and the store which impresses upon the public certain distinctive traits of personality will gain prestige of ever increasing business value. In the first place it pays to be different. Don't be merely an imitator or a reflection of some one else. True, we can all learn and profit from others, but it pays to be different. One druggist has secured a strong element of personality by continually using blue wrapping paper for all parcels. His store has unconsciously become known as "The Store that Wraps in Blue." This is but one small instance of how personality works out. If you think carefully about it you can discover a dozen little things to do in advertising, selling, store arrangement, window decorating, etc., that will give you store individuality different from the other fellow. Get people to talk about you. It is cheap, but at the same time, highly effective publicity. And, best of all—it pays. Try it.—Northwestern Druggist.

A Systematic Boost.

It is safe to say that the average physician is called upon to prescribe a tonic more frequently than any one other form of medication, unless it be a cathartic. Patients who are patients solely because they are tired, "run down" and generally debilitated, are constant visitors at the physician's office. Such individuals need something that will boost them up to their normal point of resistance and then hold them there; in other words, not a mere temporary stimulation, with secondary depression, but a permanent help to the revitalization of the blood and a general reconstruction. Pepto-Mangan (Gude) is not only prompt in action as an encourager of appetite and better spirits, but is also distinctly efficient as a blood builder and systematic reconstituent. It is pleasant, non-irritant, free from constipating effect and does not stain the teeth. It is thus a general constitutional tonic of positive service in all conditions of general devitalization.

Ink Swindlers Using Parke Davis & Co.'s Name.

The following clipping from the Norfolk (Neb.) News tells the whole story.

"They made ink in Norfolk.

"Three men sell big quantity of acid proof writing fluid.

"For two days Norfolk was the headquarters of three ink manufacturers who used a hotel room and other places in the city as their manufacturing plant. The ink was made from distilled water, aniline and wood alcohol. All that the three men brought to town with them was what the police call 'the extracts,' and labels. Bottles were bought from a local druggist. The authorities did not seem to object to having ink manufactured here but they did object to allowing the men to misrepresent.

"L. T. Smith, a local commercial traveler in the employ of the Parke, Davis Company, wholesale druggists, filed a complaint against the men. They had been selling the fluid by using his firm's name, he alleged. Constable Flynn and Chief Marquardt, assisted by Sheriff C.S. Smith, detained two of the men over Sunday, but the third man had escaped. The two men detained denied that they had used the Parke-Davis name. They admitted that the third man was crooked and that he might have misrepresented. They were turned loose.

"Many Norfolk business men purchased the acid proof ink. The men claimed they originally came from Sioux City, where themain office of the ink works was located.

"In Norfolk seventy-four quarts of the ink was sold at $1.50 per quart. The raw materials had cost the trio about $6, netting them about $109 on the two days' work."

In addition to the above we might say that prosecution was hampered by the fact that bankers and other business men who had been swindled, did not like to own up that they had been deceived by a concentrated bluing. The bottles were labeled "Phoenix Ink Co., Sioux City, Iowa."

BENGER'S Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

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GLYCERINE TAR SOAP—for shampooing.
PUMMO SOAP—for the hands.
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Consider this question well in the non-secret end of your business, and you will be satisfied that by so doing you will advertise your business and secure an increase of custom. Await our representative and see his samples of the many exclusive styles we can furnish you. We guarantee the QUALITY, STYLE and PRICE to be best on market. . . . . .

N.B.—We carry full line in Winnipeg and Montreal. . . . . Send us your order.

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MAKE IT EARN YOU MONEY.

The Proper Method of Making Saturated Solutions.*

By J. Leon Lascoff, Ph. G.

Inasmuch as I am to take up the subject of saturated solutions in general, I shall lay the greatest stress on the most important and most generally prescribed salts, the iodides. Potassium iodide solution in saturated form has been most troublesome to the dispenser and unsatisfactory to the physician, and as the iodides are very important drugs, with distinct physiological action, I feel that we pharmacists should know just exactly what the saturated solutions of the iodides are, and how to make them. Potassium iodide is so generally used that German medical students say: "If in doubt what to prescribe, give potassium iodide." Its use in this country is no less general.

My object in presenting this paper is not to criticize brother pharmacists for their inability to dispense properly made saturated solutions, but to point out that some delinquencies do occur, and that improper methods are used by some pharmacists when a prescription calls for a saturated solution of a salt.

We must first inquire, what is meant by a saturated solution? A saturated solution is one in which there is dissolved the maximum quantity of a salt or chemical capable of permanent solution in the solvent. The United States Pharmacopoeia gives the exact or approximate solubility of every salt recognized, and there is no reason why what purports to be a saturated solution should be deficient by 10 or 20 per cent., or as much as 50 per cent. A shortage of 5 per cent. is excusable, but a greater shortage is unpardonable. I believe that the delinquencies that occur in making saturated solutions of the iodides and the bromides are due principally to the following causes:

1. Impurity of the salts, especially the iodides.
2. The careless method followed in dispensing the solutions.
3. Incorrect weights and measures.
4. Working at the wrong temperature.
5. The use of containers of the wrong size.

It is natural that the pharmacist should buy his merchandise at the most reasonable prices possible, for which nobody can blame him, but, as I have stated on other occasions, in buying drugs or chemicals the quality should always be the first consideration. By this I mean that a chemical of highest purity purchased from a reputable house is not too dear, even if it costs a few cents more than an article of inferior grade, full of impurities. If in doubt concerning the purity of a chemical salt, the pharmacist can apply the test of impurities given in the U. S. P., which are very simple. The factor of solubility alone will protect him in many instances, so that he will be able to distinguish a pure chemical from an inferior one.

Some pharmacists dissolve the salt by rubbing it in a mortar; some by putting the salt in a bottle, adding enough water to fill the bottle, when to their great surprise they find, especially in making a solution of potassium iodide, that a lump is formed which it sometimes takes hours to dissolve. Some effect solution by stirring the salt and water in a graduate, and some are accustomed to put the salt into a funnel with absorbent cotton and dissolve it by percolation. The result of this latter method is that a part of the salt is apt to remain undissolved in the cotton, and in this case the finished product will be deficient in strength.

The proper way is to put in the bottle the proper amount of water by weight, and add the salt little by little, and constantly shaking until it is dissolved. There is absolutely no waste by this method, and the time required is very short. Sometimes a white precipitate may form, especially in making a solution of strontium salts. Such a precipitate can only be due to the presence of impurities.

Frequently old weights are used which constantly diminish from polishing and cleaning and eventually become a great deal lighter than they should be. This was brought to my notice once when an old 2 drachm weight was found to be 20 grains short. Only certified graduates should be used in dispensing, as other kinds vary in capacity. Sufficient distinction also must be made in the use of the metric system and the troy and the avoirdupois weights.

The correct temperature for making saturated solutions is 20 degrees C.

Insufficient strength is due sometimes to the variations in the size of the bottle where the bottle is used as a measure of capacity. It is a well known fact that some ounce bottles hold by volume only 7 drachms, while some hold 9 or even 10 drachms. The bottles used in making solutions of the iodides should be of amber color, as the U.S.P. orders the salts of iodines to be kept in dark bottles. While a good many pharmacists are under the impression that a physician when prescribing a saturated solution means that each drop should represent one grain of the drug, that is, in reality, not the case.

THE CORRECT PROCESS.

The most accurate way of making saturated solutions is by weighing both water and salt, shaking until dissolved, and straining. For instance, 10 parts of potassium iodide are soluble in 7 parts of water by weight.

In order to make a saturated solution of potassium iadide take 996 Gm. of potassium iodide and enough water to make 1,000 Cc., or 456 grains of the iodide and enough water to make one fluid ounce.

*Read at the Rochester meeting of the New York State Pharmaceutical Association.—Amer. Druggist.

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No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

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The salts that are most frequently prescribed in saturated solution are the iodides of sodium, potassium, stronium and ammonium; the bromides of sodium, potassium and stronium; boric acid; epsom salts; the chlorates of potassium and sodium and potassium permanganate.

Herewith is given a table of figures which are approximately correct as to the number of grains of each salt required to make a fluid ounce of a saturated solution at 25 degrees C. The United States Pharmacopoeia generally gives the solubility only approximately, but through practical experience in making saturated solutions of salts from different manufacturers, I am able to present the accompanying table of definite quantities:

	Grammes to make 100 Cc.	Grains to make 1 fluid oz.
Pot Iodide	99.6	456.
Sod. Iodide	127.5	584.3
Stront. Iodide	114.9	526.
Pot. Bromide	50.40	230.
Sod. Bromide	72.09	329.
Pot Chlorate	5.69	26.
Magnes. Sulph	56.32	260.

We must bear in mind the importance of knowing the exact solubility of the different salts, as any shortage would decrease the dose prescribed by the physician. Though the process of making this kind of a solution seems simple enough, we find some pharmacists who pay little attention to the subject. The records of the Board of Pharmacy show many violations of the law due to the deficiency of salts in saturated solutions. I do not say this in any official way as a member of the Board of Pharmacy as the secretary of the Board will very likely refer to the subject in his report. Personally I should like very much to see this kind of violation of the pharmacy law stopped, especially when the deficiency is due to the careless methods employed by some pharmacists. If the physician would prescribe the stated percentage, say 50 per cent., 25 per cent., I am sure the average pharmacist would make no error nor overlook any details, neither would he attempt to economize on the drugs, but so long as the saturated solution is prescribed it should be made according to the standard of solubility as it is laid down in the United States Pharmacopoeia. A little patience, proper materials, utensils, strict attention to the work at hand, are the chief requirements in making saturated solutions correctly.

A Brief Review of Progress in Pharmacy.

(Continued from page 772.)

service in pneumonia, asthma, bronchitis, angina, phythisis, dyspnoea, and asphyxiation by drowning, by smoke or gas. It is a cardiac and respiratory stimulant.

Ergot. Old ideas as to the active constituents of this valuable drug have undergone considerable modification. A water soluble principle has been isolated, which has an action allied to the active principle of the adrenal glands. Chemically speaking it is parahydroxy-phenyl-ethylamine. It is found in purtid meat and in placental extract. It can be produced synthetically. It causes the rise in blood pressure and contraction of the uterine muscles characteristic of ergot. Ergotoxine is responsible for the production of gangrene in the cock's comb. The action of ergot on the uterus has also been ascribed to Ergotidine, beta-iminazoyl-ethylamine. This substance also has been made by synthetics. It causes a lowering of the blood pressure.

Chromium Sulphate has given remarkable results in the treatment of enlarged prostate. Cases have been recorded where the patient was able to dispense altogether with the use of a catheter after taking a course of treatment with this drug administered by the mouth

Sodium Citrate gives very great relief in gastric pain. It interacts with the free hydrochloric acid of the gastric juice, forming sodium chloride and citric acid, in which medium the activity of the digestive enzymes is encouraged. The dose is 15 to 60 grains, in water. It is a beneficial addition to cow's milk in the feeding of infants, preventing the formation of big curds.

Thiosinamin, a substance obtained by the action of ammonia and alcohol on volatile oil of mustard, has secured a position in the newer materia medica. It has a remarkable action in softening scar tissue and removing strictures. Under the name Fibrolysin it is combined with sodium salicylate, in which form it is largely used. For the treatment of external scars, e.g., those following burns, it is applied in the form of mulls. Internally it is given by injection into the veins, muscles and subcutaneous tissue, or by rectal or vaginal injection. One of its most important applications is in urethral strictures, by electrolysis.

Massol—A New Pill Excipient.

An English Pharmacist, Mr. P.B. Phillips, has suggested a new excipient for pills, under the name of "Massol." It is made by the following formula:

Gelatin	40 grains.
Glycerin	2 drams
Sugar	3 drams
Dist. water, enough to make	1 ounce

Place the gelatin in a tarred dish with one-half ounce of water. After an hour add the glycerin and heat on a water bath until solution is affected. Add the sugar and heat until the mass weighs 1 oz. Now beat the mass vigorously with a spatula until it sets and keep in covered jars.

Massol is claimed to be generally useful in making pill masses. It keeps well, and the beating incorporates a lot of air which whitens it, so that white powders can be made into white pills by its use.—Journal A. Ph. A

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"LYMAN BRAND"

4s 6s 8s 12s 16s

In 5 lb. Boxes.

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Send 10c in coin or stamps and a label from any Agfa chemical package to secure one of these books for your photographic friend or yourself.

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Home Massager - Bust Developer - Beautifier

AUTO-POSITIVE Vacuum Apparatus operated on any water faucet. Patented, guaranteed. One trial convinces. Best natural cure for Rheumatism, Indigestion, Bruises and Sprains. Eradicates blackheads, pimples and wrinkles. The creator of proper blood circulation.

Endorsed by leading physicians, masseurs and beauty doctors. The only perfect sanitary massage without expense and without loss of time is procured with the "Venus."

It gives the most excellent treatment for scalp and hair. For beautifying the bust it has no equal. The bust is perhaps the most responsive part of the body to the vacuo-vascular treatment.

For the baby. Massage the digestive organs of your baby, and you will take scientific care of the child's health and prevent chronic constipation and weakness. The Venus Rejuvenator is a delight after shaving, and makes you appear conspicuous in the world's eyes.

REJUVENATOR COMPANY, 355 Bathurst St., Toronto
Write for Booklet. Phone College 357.
WATCH OUR MALT EXTRACT HOME BREW NEXT MONTH.

Trade Notes

ALBERTA.

A. Couillard's drug store at Vegreville, Alta., is reported to have been sold out.

BRITISH COLUMBIA.

John W. McArthur has opened a drug store cor. Burnside Road and Douglas St., Victoria, B.C.

A. J. Gordon has opened a drug store corner of Fraser ave. and 25th St., Vancouver, B.C.

Burns & Cairns have opened their new drug store on Granville street, Vancouver, B.C.

C. J. Quinan, druggist of Kaslo, B.C., has given up business.

J. R. Williamson has purchased Mr. J. R. Campbell's interest in Fort George Drug Co., Fort George, B. C., the principals now being Williamson and Ferguson.

A. E. Thomas has opened a drug store in Ladysmith, B.C., to be known as the Ladysmith Drug Company.

E. C. Hamilton has purchased the drug and stationery business of J. Carter, Semans, B.C.

MANITOBA.

Dr. S.B. Cowan has purchased the drug business of A.F. Gledhill, Minton, Man.

K. Johnston has purchased the drug business of J.R.K. Graham, Oak Lake, Man.

NEW BRUNSWICK.

The drug store of Fairweather Bros., Moncton, N. B., was recently struck by lightning, but very little damage was done to the building.

NOVA SCOTIA.

Kinley's, Ltd., are opening a new store on Barrington St., Halifax, N.S.

The Taylor Drug Co., have purchased the drug business of Dr. Brent at Mahone Bay, N. S.

T. J. Barron has purchased the McFatridge Drug business on Gottingen St., Halifax, N.S.

ONTARIO.

R.E. Reynolds has purchased the drug business of H.F. Morrow, corner Main Street and Sherman ave., Hamilton, Ont.

E. Burton Mealley has purchased the drug business of J.A. Zimmerman, Crown Point, Hamilton, Ont. Mr. Mealley will run this as a branch to his drug business on King and Mary Sts.

T. Geo. Boles, of Newark, N. J, has purchased the drug business of R.M. Roddick, Brantford, Ont. Mr. Boles is a graduate of the O.C.P.

C. A. Weaver has purchased the drug business of Mr. Brown, Tottenham, Ont.

The Ottawa East Pharmacy at Ottawa, Ont., are dissolving partnership, B.C. Roger continuing the business.

QUEBEC.

Dr. Leduch Drug Co., have purchased the business of Pharmacie Centrale, Montreal, Quebec.

SASKATCHEWAN.

T.O.B. Ferris, druggist, has moved to Avonlea, Sask.

E. A. Jolly has opened a drug store in Regina, Sask.

A. F. Humphrey, druggist at Prince Albert, Sask., is reported to have sold his business.

Chemstry and The Criminal.

By Daniel M. Grosh Philadelphia.

Only withing recent years has the general public become familiar with the dependence upon and the assistance given the criminal investigator by the chemist and microscopist. Almost every day the public press contains reports of criminal cases, trials or investigations in which the chemist plays an important part, and a retrospection of the most celebrated and notorious criminal cases of past years shows the reliance and credence placed in the evidence of the chemical analyst.

The fiction writer of to-day gives the chemist a prominent part in the novels of the period. The refining touch of modern ideas and methods has turned the bludgeon into a hypodermic needle, the professional law braker into an individual of education and makes the sleuth of the novel a person of high attainments and polish, a scientist, chemist and psychologist.

Sir Conan Doyle, himself a physician and chemist of high standing, as well as writer, novelist and historian, in his portrayal of "Sherlock Holmes," realized the prominent part of the chemist in the investigation, detection and conviction of the modern criminal, and many of his plots are laid in order to emphasize the absolutely certain and unimpeachable evidence realized by the test tube and microscope.

Of all evidence given in a criminal case there is none so certain and final as chemical evidence. Even the eye-witness and the expert of any science may be controverted, but the evidence rendered by the chemist will always stand. The laws of chemistry are as certain and final as the laws of nature.

No poison has yet been found which could not be isolated and recognized, and criminal investigators can more readily solve a murder case in which poison is the agent used than any other weapon. The poison remains with the victim and tells the tale as completely as if it were laid by the victim's side. Neither time nor the grave can destroy or hide its presence. A speck of blood as fine as a needle

point, a hair or thread, a grain of dust invisible to the eye may be the means of forging the chain of evidence so tightly and completely that there is no escape. When the chemist states that a certain spot is human blood, there is no gainsaying that assertion. The assertion is final, because it is not an opinion but a proven fact.

The more rare a poison used in a crime the more certain is the detection. The very fact of its rarity causes its tracing to be easier, as it eliminates all but those actually possessing that poison or means of procuring it.

A study of the methods and motives of famous poisoners shows that they are the most cunning and daring of all criminals. After having once made use of poison to satisfy vengeance or greed, it is only a question of time and opportunity until they will use it again on the slightest provocation. The very facility these criminals enjoy in the use of poison proves to be their downfall, for they will surely attempt to repeat their crimes on a suitable occasion. Few of these assassins escape the ultimate penalty of the law and in this peculiar fact of subsequent attempts to repeat the crime, lies the certainty of apprehension of the criminal and the consequent safety of society.

The Criminal Investigation Bereau of the Police Departments of Europe, especially those of France, and Germany, have completely equipped chemical and microscopical laboratories in charge of trained and experienced chemists for research, the work coming under the jurisdiction of the criminal investigation department. They having for many years been aware of the close relation between chemistry and crime. Even outside of poison cases the chemist is frequently called upon to render aid in investigations. Cases of forgery, robbery, and in fact every crime on the criminal calendar have been solved and the law vindicated by the chemical expert. Again many innocent and falsely accused persons have been freed from some charge by the same expert where all other means have failed. The sales of poisons in the principal European countries are under the strictest police regulations and supervision. The drug stores are conducted under governmental license. The police departments have a list and registry of all the dispensing chemists in Europe who deal in dangerous or harmful preparations, and also the formulas and makers' names of all patent preparations. The closest supervision is held over both the medical and pharmaceutical professions and the strictest co-operation is enforced between the two professions and the police departments. The most complete records are kept and reports made of the vending of dangeous products. In view of the laxity of the poison laws of this country it is commendable that the authorities have been able to achieve the successes that they have.

The facility with which poisons can be procured is responsible for numerous crimes that would otherwise never be perpetrated. The publicity given to cases by the press must also bear its share of responsibility for sacrifice of human life. It is a psychological fact that sensational news of a morbid nature always causes a wave of similar crimes.

Nearly all the expert forgers and counterfeiters are chemical experts as well as trained mechanics. They realize that their liberty and ill gotten gains may be won or lost by some slight point developed by chemistry. Fortunes have been gained and lost by a common chemical reaction.

It is fascinating to follow the line of evidence in any celebrated case. To see link by link the chain as it is forged around the accused until he is completely enmeshed. Hand writing experts may disagree, the photo negative may be faded, identification may fail, and alibis may be proven or denied, but the chemical evidence stands for all time. It has been the connecting link time after time, which has caused the criminal to pay the penalty when without it certain acquittal would have resulted.

A prominent jurist in speaking of expert medical testimony declares that juries no longer place any dependence on the expert and their testimony carries no weight whatever, while the properly attested report of a qualified chemist is accepted as evidence, and very rarely is cross examination insisted upon unless to bring forth and emphasize some important point. Merck's Report.

The Proprietor's Salary.*

By W. Bruce Philip.

The young man starting in business as well as many older men who have been long established would now know how to answer if asked, "What is your salary?"

"All that is left over," "all that I spend out of the cash drawer," or "all that I need to live on," might be some of many answers. If business is good, the boss helps himself liberally with money from the sales, and if trade is dull stints himself or reduces stock as long as it will stand it.

Profit is made by selling goods for enough to pay all expenses and have something left over.

In order to be successful one must know all expenses and have something left over.

In order to be successful one must know all expenses exactly, not approximately. In large corporations each man engaged is paid a salary, and this is figured in as part of the fixed expenses, but the one-man store or the one employing one, two or even several clerks, is very apt to be very lax in placing his services at a stated value.

The young man starting says he can live for a

*A Paper presented to the Section on Commercial Interests of the Amer. Pharmaceutical Association.

IT WILL PAY YOU TO STOCK
SPRATT'S DOG CAKES
SPRATT'S DOG MEDICINES
SPRATT'S DOG SOAP
SPRATT'S BIRD SEEDS
Your Jobber can supply. May we send our Illustrated Export Price List. (IN PACKETS)
Write Spratt's Patent Ld., London, Eng. Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal

short time on a small salary, say $60 per month, and figures accordingly. He starts and sales are made, bills are not yet due, and he uses what he needs, maybe ten, twenty or thirty dollars more than first figured, and the next month the same, until he finds himself alternately living well and then cramping himself to get along.

The drug business is composed of so many thousands of items that the ratio of the amount bought to the amount sold in any month or few months is often deceiving as to the profit or condition of affairs. The nearer fixed the sum total of expense is the easier the manager and buyer will find it to run his store and regulate his buying. One of the largest items of expense is salary, and this, in all cases, should include his own services at a s[illegible] amount. A man must forget he owns the store and imagine he is the manager at a stated salary, such salary to be increased only by his own efforts and worth.

Except in the beginning or in rare cases, the manager (owner) is entitled to as much or more salary as the best clerk working in the store similarly situated. Enough to give himself and family good food, respectable clothes and reasonable recreation. If one can not pay that the honor of the name over the door is an empty one, and the sooner it is changed the better. Let him pay himself a specified sum at stated intervals, increasing it only as he puts more energy, more shrewdness or worth into his work. Then run his store to pay a dividend on his investment and accept what is left over as such.

If one pays himself a salary that is more than enough to live on and it is not too large considering clerk's salaries in the neighborhood, what he saves out of his salary is a personal saving, but not drug store profit. After drawing his salary regularly for some time he finds he has all his bills paid, has not reduced his stock and still finds a surplus, then he has what I call a profit.

One of the important things is to always know where you stand. To know things as they really are. And the more definite all steps are taken the easier mistakes are found out and rectified—before they become of such magnitude as not to be controlled.

The drug store has many sides and offers many questions. Many items are peculiar to certain stores, but expense of running business is connected with all, and the boss' salary is of vital interest to each one of us. "How much am I really worth?" "Am I getting it?" "What per cent. is my real profit?" are questions not to be passed over lightly but to be answered carefully and honestly.

Drug Report.

Business during the past month has been very good.

Glycerine is 1c. lb. higher, and will likely advance more,

Hops are lower.

Celery seed is about double the usual price and very difficult to get.

Balsam Tolu is about double its usual price.

Oil Cloves, Peppermint, Lemon, Bergamot, are all higher.

A.—Balsam Tolu.....oz.	.20
D.—Cadmium Metal.....oz.	.20
D.—Hops in packages.....lb.	.45
D.—Mercury Bichloride.....lb.	$1.00
D.—Mercury Bichloride, powder .....lb.	1.05
A.—Napthol Beta, Cryst.....oz.	.12
D.—Mercury Nitric Oxide.....lb.	1.20
A.—Oil Lavender, French.....oz.	.40
A.—Oil Rue .....oz.	.50
A.—Potass Prussiate, Yellow Xtl. .....lb.	.25
A.—Potass Prussiate, yellow, powd. .....lb.	.28
A.—Seed Celery.....lb.	.50
A.—Strontia Nitrate, dry.....lb.	.80

New Factory of the Patterson Candy Co.

On page 737 we publish a cut of the new plant of the Patterson Candy Co., located at Queen and Massey Streets, Toronto. This firm, established in 1889, for many years conducted several retail stores in this city, and in 1906 branched out into the wholesale business throughout the Province.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request.**

—WRITE US—

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

Agent required, old and well established firm, in a sound financial position, one trading with wholesale and retail chemists preferred, to supply Canadian market with the products of a well known London house of manufacturing chemists, whose goods, are now being largely advertised in Canada. First class London references required. Apply box 31, Canadian Druggist, Toronto, Canada.

FOR SALE.

Drug and stationery business in Ogema, Saskatchewan. Good proposition for live druggist. Stock in good condition. $3,500 for building stock worth about $2,700. Terms, $1,500 cash, balance to suit purchaser. For particulars address box 81, Canadian Druggist, Toronto, Ont.

FOR SALE.

Drug business in Crossfield, Alberta. Stock and fixtures about $1,500. Cash, $1,200, balance arranged. For particulars address box 24, Crossfield, Alta.

DRUG BUSINESS FOR SALE IN TORONTO.

Good paying business on car line. Sales $550 per month. Rent low Good reason for selling. Will pay investigation. Apply "Beacon," care Canadian Druggist, Toronto, Ont.

FOR SALE.

Alberta—An opportunity to secure a highly profitable drug business on main line of C.N. Railway. No opposition ; can be greatly increased ; good reasons for selling, expenses low, stock and fixtures about $1700. $900 cash, balance easy. Apply Box "B," care Canadian Druggist, Toronto, Ont.

FOR SALE.

Good Drug and stationery business. 50 miles north-east of Toronto ; nice village, no opposition; low rent. Stock will run about $5,000. For particulars apply to H. BALDWIN, Sunderland, Ont.

FOR SALE.

Drug business in Victoria, B.C., established fourteen years. Stock between $6,000 and $7,000. Turnover $15,000 a year, increasing at rate of $3,000 a year ; full prices, light expenses. Leasehold property so arranged that rents of other part of building pays rent of store. Net profits last year $6,500. Owner retiring from drug business. Terms $5,000 cash, balance arranged at 8 per cent. or if satisfactory to buyer will leave some capital in business. Apply to Box 18, care Canadian Druggist, Toronto, Ont.

DOCTOR AND DRUGGIST WANTED.

Get in the ground floor in a new town. Building rapidly. Full particulars on application to Box 24, Edmonton, Alberta.

SALESMAN WANTED.

To carry as a side line a legitimate and good selling article. Good commission. See advertisement page 739 this issue. The Oscar Onken Co., Cincinnati, Ohio.

PERFUMERY SALESMAN WANTED.

Excellent opportunity for a thorough-experienced Perfumery Salesman to take one of the best known lines of American perfumes, which now enjoys a large sale in Canada, and has been sold throughout the country for many years. Permanent position and excellent opportunity for a competent man to make good income. Apply with full particulars and references to DAVIS & LAWRENCE CO., Montreal.

SITUATION VACANT.

The services of an energetic Canadian Pharmaceutical Chemist are required, who is competent to take entire charge of a small laboratory and business in Central America. One familiar with biological products preferred. Good remuneration will be given to suitable, enterprising man. Apply in French and English, stating age, experience, salary required, references, and all other information to Dr. Deigo Robles, Tegucigalpa, Honduras, C.A.

The amazing growth of their business caused them to enlarge their premises on different occasions, until they outgrew them entirely.

The new factory is a model plant in every respect. No expense has been spared in the building itself, and everything in machinery and appliances is the very latest. The sanitary features are specially to be commended, as the Patterson Candy Co. were determined that the home of "Private Stock" chocolates should be in keeping with the spotless reputation of the goods themselves.

The new plant will be complete and running after the new year, after which time it will be open to the inspection of their friends on all occasions. This is a new departure in the history of candy factories and one on which they will be congratulated. The Patterson Candy Co. extend a cordial invitation to druggists everywhere to visit them at their new plant, and see for themselves the sanitary and efficient manner in which "Private Stock" chocolates are made.

Handicapped as they have been in the past for lack of space, it has been impossible for them to cope with their orders, but with their increased facilities they will be in a position to handle a vastly increased business with quicker deliveries.

Advertising.

(Continued from page 726)

sale may be ever so small, but the trouble will be just as far reaching. Get ready to deliver the goods invariably in good order, and invariably in a courteous manner or else all advertising is in vain. Do not let your first, second, or even third failure discourage you. Convince yourself you are right and then go ahead. Failure and success have been beautifully and eloquently described by the poet in the following lines :—

"Genius, that power which dazzles mortal eyes,
Is oft but perseverance in disguise ;
Continuous effort, in itself, implies, in spite
Of countless falls, the power to rise,
'Twixt failure and success, the point so fine
Men sometimes know not when they touch the line.
As the tide goes clear out, it comes again clear in ;
In business, 'tis the wisest men who win.
And oh ! how often when shades of doubt dismay,
With little more persistence, courage, vim,
Success will dawn o'er fortune's cloudy rim,
Then take this honey from the bitterest cup—
There is no failure save in giving up ;
No real falls so long as one still tries,
For seeming setbacks make the strong men wise.
There is no defeat, in truth, save that within
Unless you're beaten there you're sure to win."

At the conclusion of this paper an interesting discussion was taken part in by a large number of members present, the trend of the discussion being in the line of an "experience meeting," when various speakers related their experience with different styles of advertising. In this discussion Mr. Holland directed attention to the weaknesses of many advertising campaigns, due to lack of simplicity in construction and individuality on the part of the writer. He also emphasized the fact that "I" had altogether too large a place in advertising and that to be successful "I" should be eliminated and "you" substituted. A number of other speakers acknowledged their criticism as correct and suggested to Mr. Holland that he outline a style of advertising in which this objectionable feature would be eliminated. In response, Mr. Holland advanced a number of ideas to indicate the thought that was in his mind. At the conclusion of the discussion, Mr. Knowlton moved, seconded by Mr. Martin, a vote of thanks of the convention to Mr. Holland for his contribution, and also that the paper be printed in the proceedings of the meeting.

Prices that Assure Profits.

It is true that in the manipulation of accounts, some stock corporations require illustrative or "paper" profits presumably to show up conditions in the different branches of their business,—but for the retail dealer there is but one profit, and that is a profit in actual cash, and there is but one sure way to set a selling price that will assure an actual profit in cash, and that is to figure everything from the actual facts in cash.

There are three facts to be counted in making a selling price to show a cash profit.

First—The wholesale cost in cash paid for the article delivered at the place of sale.

Second—The percentage per dollar of doing business,—that is the cost in cash paid out for everything else connected with the business for each dollar received in actual cash sales.

Third—The cash profit desired to be made from the business,—that is, the cash profit is the amount of cash that can be taken out of the selling price and still leave enough to pay for the goods sold and the general expense of doing business.

The first fact is gotten from the bookkeeper's records.

The second is also taken from the bookkeeper's records, and a sample method of getting this fact will be given in the second article of this series.

The third fact,—the actual profit in cash—must be figured out. It is best for the sake of easy figuring, to figure the profit also as a percentage of the selling price, because the cost of doing business is figured as a percentage of the selling price.

Man wants a little here below every few minutes.

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

The Canadian Druggist

Vol. xxiv TORONTO, CANADA, DECEMBER, 1912 No. 12

Ontario College of Pharmacy.

Semi-Annual Meeting of Council.

A full attendance of the members of the Council of the Ontario College of Pharmacy were present when the semi-annual meeting was opened in the Board-room on Monday, November 18. Those present when President Alex. Stewart, of Guelph, called the meeting to order were : Messrs. Henry Watters, Ottawa ; E. W. Case, Picton ; J. H. Jury, Bowmanville ; G.E. Gibbard, Toronto ; W. H. Worden, Toronto ; B. Griffin, Hamilton ; T.E. McLelland, Galt ; J. T. Pepper, Woodstock ; C.I. Adams, Sault Ste Marie ; E. R. Wigle, Goderich ; A. J. Johnston, Sarnia, and H.G. Robertson, Barrie.

After the minutes of the last meeting had been read by Registrar-Treasurer, W.B. Graham, and adopted by Council, and communications referred to the various committees, President Stewart addressed the members. Contrary to custom, the President's speech was an impromptu one, and by no means lengthy. In the course of his remarks Mr. Stewart laid stress on the prevalence of suicides through she medium of carbolic acid, and placed himself on record as being in favor of a more careful registration of the sales of this poison. He thought that something should be done towards introducing commercial lectures for the students at the College, an innovation which he believed should be made as soon as possible. In conclusione he expressed his keen regret that he had not been able to attend the recent convention of the Canadian Pharmaceutical Association at Vanvouver.

Council then adjourned until Tuesday morning at ten o'clock.

TUESDAY, NOV. 19.

At the morning session the Registrar-Treasurer presented his report as follows :

REGISTRAR TREASURER'S REPORT.

Toronto, Nov. 1, 1912.

To the President and Council of the
Ontario College of Pharmacy.

Gentlemen,—I beg to present my semi-annual report of the College finances ending October 31st, 1912, and to say that I regret having been too ill to attend to the duties of my office during the month of September, but I feel pleased that my assistant, Miss Gillingham, was able to carry on the work so satisfactorily until my return.

I wish to thank the President, staff and members of the Council for their kind sympathy towards me during my illness.

Owing to the change in date of the Council meeting from December to the third Monday in November, I have changed the ending of this financial term to October 31st, and trust same will meet with your approval.

Four physicians have paid the M.D. Registration fee, viz.:—Wm. S. Mackenzie, Toronto, R.J. R. Bright, Lions Head ; L. Lawrason, Toronto ; R.W. Shaw, Manitowaning.

The number of renewals issued since last report is as follows :—

1912	16 at $1.00	$16.00
1912	4 at 2.00	8.00
1912	25 at 3.00	75.00
1912	93 at 4.00	372.00
Less (as itemized in statement of ledger)...		6.00
		———$465.00

The following is a statement of receipts and disbursements for the term ending, Oct. 31st, 1912.

RECEIPTS.

Cash on hand last audit..... ...$	52.31
Bal. Bank Commerce (Gen. Acct.)	4,332.59
Balance Bank Commerce (Savings Account).....	5,129.84
Apprentice Registration Fees	71.00
Deposit Fees...	506.11
Infringement (fines).....	150.00
Lecture Fees.....	6,052.50
Entrance Fees.....	155.00
McGill St. property.....	270.00
Poison Sales Registers...	10.97
Reciprocal Registration Fees...	170.00
Council.....	5.00

Diplomas	10.00
License Renewal Fees	471.00
Interest	217.55
M.D. Registration Fees	17.00
Canadian Formulary	3.35
	$17,624.22

DISBURSEMENTS.

Apprentice Registration Fees (Refunds)	$ 7.25
Auditors	10.00
Cash	454.50
Deposit Fees (Refunds)	411.89
Divisional Committee	50.00
Examination Account	60.40
Gas and Light	17.84
Infringement (Inspection, Salaries and Expenses)	116.90
Insurance	386.21
Lecture Fees	491.45
Library	33.00
McGill St. Property	226.95
Ontario College of Pharmacy	600.00
Poison Sales Registers	159.00
Council	671.20
Postage	75.50
License Renewal Fees	6.00
Supplies	559.26
Interest Account (Exchange, etc.)	12.63
M.D. Registration Fees	5.00
Salaries	3,303.67
Water Account	21.67
Cash on hand	27.06
Bank of Commerce (Gen. Account)	4,620.04
Bank of Commerce (Savings Acct.)	5,296.20
	$17,624.22

THE JOHN ROBERTS SCHOLARSHIP FUND.

Balance (last audit)	$3329.51
Canada Permanent Mortgage Corporation (Interest)	60.00
Bank of Commerce (Interest)	4.79
	$3394.30
Less—Ivan J. Warren, Dunnville, (Scholarship)	$100.00
P. W. Ellis & Co., Toronto (medal)	20.00
	120.00
Balance	$3274.30

W. B. Graham,
Registrar-Treasurer

ASSETS

College Lot	$ 5000.00
College Building	33529.34
McGill St. Property	6641.00
Furniture	4145.00
Apparatus	7941.85
Supplies	1231.40
License Sales Register	140.00
Poison Sales Register	169.50
Canadian Formulary	57.63
Outstanding Accounts	50.25
License Renewal Fees	27.00
Cash Balance	27.06
Bank Balance (Gen. Acc.)	4620.04
Bank Bal. (Sav. Acc.)	5296.20
Cen. Canadian Loan & Savings Co. (Debenture)	3000.00
Can. Permanent Mortgage Corp'n (Debenture)	2000.00
	$73836.67

LIABILITIES.

Salaries	$ 607.32
Outstanding Accounts	283.09
Balance	72946.26
	$73836.67

W. B. Graham,
Registrar-Treasurer.
Toronto, Nov. 8, 1912.

We beg to report that we have examined the books and vouchers of the Registrar-Treasurer, and have found them correct.

J. H. MacKenzie,
James Watt, Auditors.

The report was referred to the Committee on Finance.

Mr. Geo. E. Gibbard then moved, and Mr. Johnston, seconded the following motion :

"That By-Law No. 12 of the Ontario College of Pharmacy be amended by striking out the words in lines 7 and 8, 'A specific form of certificate showing that the applicant has entered into a,' and substituting the words, 'His written,' and after the word 'contract' in line 9 the words 'In duplicate,' and also to substitute the word 'state' in line 10 for the word 'giving,'' and further add to the clause the words 'said binding agreements to be endorsed with the seal of the college and returned.' "

Immediately the motion had been put by the chairman, council went into committee of the whole to discuss it, and after a short debate, in which both Messrs. Gibbard and Johnston urged the advisability of the proposed changes, the motion was unanimously adopted.

The report of the Executive and Finance Committee, which was presented to the Council, recommended the payment of several small accounts to various firms, amounting in the aggregate to $49.-90. The report recommended the increases of salary should take effect from May 31st, 1912, and, also, that contracts should be consolidated, and that new contracts should date from May 31, 1912.

The report referred to the recommendation at a previous meeting of the Council regarding the employment of an expert to report on the insurance on college properties, emphasizing that this had been done with the result that while $17,000 had been added to the amount of insurance carried, the

Quick Sales,
Repeat Sales, Profit

SANITOL
TOOTH POWDER OR PASTE

Ask any dealer carrying these and the Sanitol Toilet Preparations—he will tell you that the Sanitol "S" stands for "Sellers."

Are you sharing in this prosperity? If not, put in your stock now.

Sanitol Chemical Laboratory Co.
Toronto, Ontario

Manufacturers in Canada of high class tooth and toilet preparations, exclusively

The Leading Line
Beecham's Pills

- Notice to the Trade -

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion, and the fact that Beecham's Pills are so well-known and valued by the residents who have come from the British Isles, the demand is rapidly increasing, and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price. The following firms are the Distributing Agents:

All Depots and Branches of the National Drug & Chemical Co. of Canada, Limited.
Messrs Lymans Limited., Montreal.
Messrs Lyman Bros. & Co., Limited, Toronto.
Messrs Martin Bole & Wynne Company, Winnipeg.

WHOLESALE PRICES:

Less than one dozen	$2.30 per dozen	less 5%
One dozen	2.20 " "	
Six dozen	2.10 " "	

increase cost nothing extra in premium. This, it was explained, was due to the co-insurance adjustment.

In regard to the recommendation at a recent meeting that a suitable investment for funds should be found, the Committee reported as follows :

"Your committee report that an improved debenture for $4,000 bearing interest at 5 per cent., payable in Toronto, has been purchased after due consideration. This has been done since the Registrar's printed report was distributed."

On motion of Mr. Adams, seconded by Mr. Worden, the report of the Executive and Finance Committee was adopted.

Report No. One of the Committee on By-Laws and Legislation recommended the granting of a number of applications for registration as apprentices, amongst them being, S.G. Box, Renfrew, from Sept. 1st, 1911 ; Anna Ferrari, Windsor, from August 14th, 1911 ; Wesley Wellington, Port Arthur, from Sept. 15, 1911 ; Alfred B. Laing, Windsor, from Dec. 1st, 1909 ; W.C. Francey, Cobourg, from Dec. 15th, 1908 ; J. H. Knight, Toronto, from July 21st, 1912 ; A. Leroy Hooker, Toronto, from July 1st, 1911 ; J. Spring, Toronto, from Nov. 17th, 1909 ; E. R. Morrow, Hamilton, from Nov. 1st, 1908. —

Moved by Chairman A. J. Johnston, seconded by Mr. McLellan, and carried, that the report be adopted.

Council then adjourned until Wednesday morning.

WEDNESDAY, NOV. 20.

The chief feature of interest at the morning session on Wednesday, was the presentation of Mr. J. H. Jury's report as a delegate to the Vancouver convention of the C.Ph.A. last August. He stated that the Eastern delegates were met at Winnipeg and escorted to their hotels by a committee of the local druggists, who entertained them right royally on the following day.

"On reaching Calgary," the report continues, "we were received by the druggists and taken in autos all over the city and some distance in the country along the bank of the river.

"After short stops at various places af interest,we finally arrived at Vancouver. Time will not permit, nor can my command of English fully express, the experiences we enjoyed, and the cordiality of the welcome and the daily hospitality shown the delegates and their wives. It was truly an exhibition of the 'Spirit of the West' about which we hear, but cannot fully appreciate until we experience it personally.

"The convention was largely attended, and was pronounced by those who had attended previous conventions of the Association, as the most successful yet held, both as to attendance and work accomplished. A hearty welcome to the delegates was extended by Mr. Chas. Nelson, the enthusiastic and energetic President of the Association ; also by His Worship Mayor Findlay and by Mr. H. Watson, M.P., on behalf of the Government.

"The President's address was full of matters of importance to our profession, and formed the basis of much of the business that was transacted, but as the minutes of the convention have been printed in detail, I will only refer to one or two points, but trust that every druggist in Canada and especially every member of this Council will read and re-read the proceedings with care, for matters of vital interest to our profession were considered, and many of them will be up again for consideration at our next Convention to be held at Toronto probably the week preceding or the week following Toronto Exhibition.

"The Convention passed a resolution authorizing the committee to send out during the year three circulars to the physicians of Canada, calling their special attention to the Canadian Formulary work. Another important motion passed by the Convention was in reference to the establishment of a co-operative company.

"A committee was appointed with power to act and this committee has been successful in completing arrangements, particulars of which have been sent to every druggist in Canada, and by the time the Convention is held in Toronto next year it is expected that complete details will be worked out meeting the requirements of the case and fully in the interests of retail pharmacy.

"I wish to thank this council for the honor done me in appointing me as a delegate and to express my regret that the worthy President of the Council, who was also appointed a delegate, was unable to attend the Convention."

On motion of Mr. A. J. Johnston, seconded by Mr. E.W. Case, Mr. Jury's report was received and will be printed in the minutes of the Council.

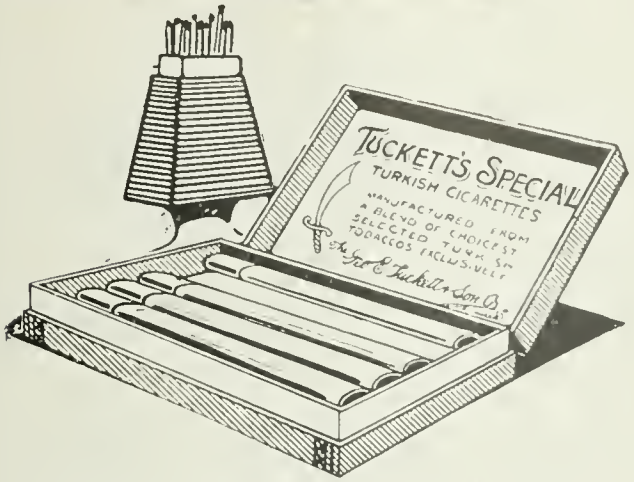
The members of the Council received a deputation of students representing the Y.M.C.A. who requested that a grant of $75 be made for fitting up the reading room. After some discussion, the following motion, proposed by Mr. McLellan, and seconded by Mr. Gibbard, was carried unanimously :

"That the request of the students regarding improvements to the building and literature of the Y.M.C.A. and recreation part of the library of the College be referred to the Finance Committee. and they to report during the session."

On motion of Mr. E.W. Case, Council adjourned until ten o'clock Thursday morning, the lengthy adjournment being for the purpose of enabling the delegates to attend the banquet of the Hamilton druggists, which took place in the evening.

THURSDAY, NOV. 21.

Council met at 10.30 in the morning, President



HERE'S where the dealer in TUCKETT'S Tobaccos has the advantage: his stock, by reason of its national reputation and the continuous demand created by our newspaper and magazine advertising, is self-selling. He has only to "hook up" his store to the TUCKETT reputation by displaying the TUCKETT lines and using the advertising matter we furnish him to concentrate its influence to his benefit

Tuckett's Cigarettes

Tuckett's Club Virginias, 15c for 10
Tuckett's Special Turkish, 15c for 10
Tuckett's T & B, - 10c for 10
(Retail Prices Quoted)

TUCKETT LIMITED, HAMILTON, CANADA

NEAVE'S FOOD

FOR

INFANTS, GROWING CHILDREN, INVALIDS AND THE AGED . . .

The Standard Infants' Food in Great Britain for upwards of 85 years.

MANUFACTURED BY

J. R. NEAVE & CO., Fordingbridge, Eng.

Samples and Full Particulars forwarded to the trade by the Agent for Canada:

EDWIN UTLEY, 14 Front St. E., Toronto

Sold in 1 lb. tins and stocked by every wholesale druggist in Canada.

There is money in these lines for the druggist who handles them. Are you doing so?

It will pay you to write for samples and prices.

We furnish selling helps to dealers in the way of Show Cards, Booklets, Samples, etc. Write us now.

Mother's Favorite Soap

A beautiful piece of soap with a dainty perfume. Excelled by none on the market today. Made expressly for use by ladies and infants. Dolls, same as cut and made from this soap, can be furnished if desired. They aid in making sales.

Egyptian Violet Glycerine Soap

Absolutely pure and transparent. Very attractively packed, and a soap which readily appeals to those who are accustomed to using good soaps.

Velvetine Shaving Cream

Makes a beautiful creamy lather and is like velvet on the face. No soothing lotion required after shaving. The most sanitary and modern method of using shaving soap.

—MANUFACTURED BY—

The Dominion Soap Co. Limited

502 Victoria Ave. N., Hamilton, Ont.

Stewart occupying the chair. At the outset of the proceedings Mr. Johnston referred to the letter under the caption of "Grapes from Thorns" which had appeared in the September issue of the Canadian Pharmaceutical Journal. He took exception to several remarks made by the writer of the communication, Mr. S. C. Cooper, of Lion's Head, which he thought were not justified.

Mr. Gibbard disagreed with some of the remarks of the previous speaker, which he thought had nothing to do with the matter. It was the business of the Council, he said to ascertain if there was any foundation for the charges or not. That was all they were required to deal with. Any other issue was outside the question.

Mr. Johnston, in rising to move a motion, declared that the letter as published was a direct attack on the Registrar, the members of the Infringement Committee and also the general administration of the College by Council. Ordinarily, he said, communications of this kind were better overlooked, but in this case where a direct personal attack had been made, some consideration was required.

Since, however, the attack had been made by a communication to the Canadian Pharmaceutical Journal,there's nothing else to do but to say to Mr. Cooper that if he knew of any irregularity in the conduct of the affairs of the College, or of any miscarriage of justice done to any man, that it was not only his privilege but his bounden duty to submit the matter in the proper way to the Council.

"Therefore," the speaker went on, "having taken this view, I desire to submit the following motion:

"That whereas the attention of the members of this Council has been directed to a communication appearing in the Sept. issue of the Canadian Pharmaceutical Journal, and whereas this communication contains allegations reflecting on the officers, staff and Council of the Ontario College of Pharmacy in connection with the affairs of the College that the Registrar be instructed by this Council to communicate with the author of the said article, Mr. S.C. Cooper, Lion's Head, and request him to make his charges in writing to this Council, and the same will be thoroughly and speedily investigated, and it be intimated to the said Mr. Cooper that he will be given every opportunity to formulate and prove the charges he made."

Mr. Wigle, in seconding the motion, expressed his entire accordance with the mover's views. Mr. Watters and Mr. McLellan also supported Mr. Johnston in his action, and the motion on being put to Council was carried.

Adjournment was then made until 2.30 in the afternoon.

At the afternoon session the report of the special committee appointed to look into the work of the Standing Committees was presented. The report recommended that the committees be reduced to five as follows :

1. Finance and Property.
2. Education and Research.
3. By-Laws and Legislation.
4. Division and Infringement.
5. Discipline.

The committee also recommended that the respective committees should consist of three members instead of five as at present.

The report was put to the meeting and carried.

Chairman McLellan of the Special Committee, then gave notice of motion as follows :

"I give notice that at the June Session, 1913, I will introduce a By-Law amending By-Law No. 7, making same to conform with the report of the Special Committee affecting said By-Law, as adopted by Council."

The report of the Infringement Committee, which was next taken up by the Council, showed that complaints had been investigated which emanated from Bradford, Churchill, Stroud, Lefroy and Toronto.

Fines had been received from Dr. Doist and B. Bernard, South Porcupine, and A. Wilson, Port Arthur. These convictions had been reported by the committee at the June Session, and the fines had since been received by the College.

The report went on to say that convictions had been secured in the following places :

Albert Kirkpatrick, General Merchant, Lefroy, selling carbolic acid, fined $20 ; I.F. Ardell, general merchant, Lefroy, selling carbolic acid, fine $20; C.E. Chantler, general merchant, Stroud, selling carbolic acid, fined $20 ; Jacob Libskin, Toronto, selling carbolic acid, fined $20 ; W. Guy, Toronto.

The receipts from this branch of work since the last report had been made, amounted to $150, while the expenses were $116.10.

The Inspector had collected arrears of fees amounting to $6. These parties, said the report, had refused to pay the Registrar.

Mr. Graham had visited London, Windsor, Walkerville, where he had found that the cocaine registers were kept in accord with the requirements of the law.

"The Inspectors report that druggists themselves are very lax in the sale of carbolic acid," the committee stated, "many of them still neglecting to register their sales. Your committee would urge on the members of the profession the advisability of themselves complying with the requirements of the Act. The work of your committee, however, has been exceptionally light, which speaks well for for the observance of the Pharmacy Law throughout the Province,"

The following motion was then put to the meeting and carried, as a supplementary to the report of the Infringement Committee :

DRUGGISTS'

BOTTLES AND GLASSWARE

Are "You" buying from us? If not, then why not?

Join Our Profit Sharing Bottle Club

It is the Best Bottle Proposition ever offered to the drug trade.

WILL INTEREST YOU. **SAVES YOU MONEY.**

Prices Better Than Ever. We Lead, Others Follow.
Our Service is Unequalled. Quality and Price Unbeatable.
Write At Once For Full Particulars. It Will Pay You.

THE BEAVER FLINT GLASS Co. LIMITED

TORONTO, Canada

"FROSST'S" PHARMACEUTICALS

A uniform quality.

A uniform discount throughout.

When ordering from your wholesaler specify "Frosst."

Charles E. Frosst & Co. Montreal

"That the Committee on By-Laws and Legislation be instructed to carefully consider the advisability of surrounding the sale of carbolic acid with additional safeguards, having in view the conservation of public safety, and report at the next meeting of Council."

Following this motion, Mr. Wigle thought that the Council should be given an opportunity of placing itself on record in regard to a 2 years' course. "There has been a lot of fire about this matter," he said, "and many people are anxious to know what is going to be done. I suggest that we take up the matter before adjournment."

The speakers' views did not coincide with the majority of those present, who expressed themselves in favor of waiting the report of the special committee on the matter.

The last order of business before adjournment was the presentation of the report of the Research Committee. This regretted the absence of lively interest in the practical application of the Canadian mulary as a working guide. We would again sug-

"We would recommend," said the report of the committee, "that renewed invitation be addressed to the members of our College to adopt the Formulary as a working guide. We would aging suggest to members the preparation of the numbers, say, Cataplasina, Kaolini, Liquori Antisepticus, Elixir of Lactetia Pepsin and several others."

By this, the committee believed that a start would be made towards establishing the systematic habit of utilizing the formulary. They again called the attention of druggists to the fact that a copy of the Formulary could be secured free on application to the Registrar.

"We are glad to note," the committee said in closing, "that the Pharmacopoeia of the Toronto General Hospital specializes a large number of Canadian Formulary preparations. We are also glad to observe the conspicuous attention given to the propaganda of the Canadian Formulary by the President of the C.P.A. in his address at Vancouver."

"This committee, however, cannot approve of the suggestion continued in the report of the Dormulary Committee at the Convention proposing the localizing of the manufacture and distribution of the C.F. products from a central point. We hold that the success of the Canadian Formulary depends on the individual interest and initiative concentrated in its adoption by the individual pharmacist."

On motion of Mr. Jury, seconded by Mr. Watters, the report was adopted.

Council then adjourned until ten o'clock on Friday morning.

FRIDAY, NOV. 22.

For the final session, Council met at 11.30 in the morning, President Stewart being in the chair.

The first order of business was the reading of the report of the Infringement Committee, which was presented bfi Chairman Wigle.

"Your Committee," said the report, "have given, during the session, a great deal of time, thought and deliberation to the Registrar-Treasurer's remarks re hospitals, and other institutions throughout the Province infringing on our Act, by allowing unqualified persons to dispense and compound their medicines.

"The Ontario College of Pharmacy being the custodians of the Act to safeguard the public health, feel that the matter should be taken up with those directly interested, viz., the government and hospitals.

"We recommend that a circular letter be sent out signed by the Registrar and the President, informing hospital authorities which are infringing on the Pharmacy Act by allowing unqualified persons to do their dispensing; and that it is in the interest of the public, that they comply with the Act; further, that Mr. Johnston and the Chairman of the Committee have an interview with the Hon. Mr. Hanna to obtain an expression of opinion from the Government."

On motion of Mr. Wigle, the report was adopted.

The report of the Special Committee with respect to revising the course of lectures to cover a period of two years, and also with regard to revising the curricula, announced that a meeting had been held with the Dean and Faculty of the College on which the following findings were based: ...

"1. Owing to the expressed attitude of the pharmacists of the Province generally being unfavorable to a two years' course, as well as the fact that the Dean and Faculty have assured us that it is impracticable to conduct such a course with the present building and equipment, we think the proposed change, of necessity, must be abandoned for the present.

"2. We recommend that a course of lectures in Business Instruction be provided for the students at an expenditure not to exceed $100, and that the Educational Committee secure the services of Mr. H.L. Thorne, of Thorne, Mulholland, & Co., to give the lectures during the coming senior term.

"3. We would recommend that the Dean and Faculty be requested to submit a report at the next session of this council on the practicability of so revising the present courses of lectures so as to include more practical work, and give increased instruction in analytical work, and, if possible, to include lectures on Bacteriology.

"4. We recommend that By-Laws and Legislation Committee be requested to take the necessary steps to have the Pharmacy Act amended by adding to Section 14, Sub.-Sect. B of Sub.-sect. 1 the following: "And such other subject or subjects as the Council may deem advisable from time to time."

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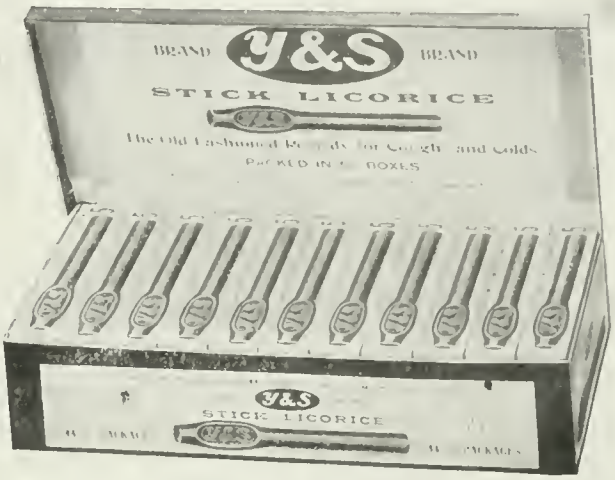

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Mr. Johnston then gave notice of motion as follows :

"I give notice of motion that at the next session of the Council I will introduce a by-law amending by-law number 13 to conform with clause No. 3 of the report of the Special Committee on two year course and extension of curriculum."

The report of the Committee on Education stated that they had considered the application of F. Lebskin, Toronto, Norman Harris, Chatham, R.R. Brett and A. Cass, L'Orignal, for the registration as apprentices, , but as they had not fulfilled all the necessary requirements, they could not recommend their being granted.

The application of R. J. Bake, Elko, B.C., to take the junior and senior courses of lectures was granted.

The applications of F.M. Turner, Porcupine, and C. L. Days, Collingwood, for new diplomas, were granted. The application of Morris Katz, Toronto, for registration as an apprentice was also granted.

Incorporated with the committee's report, was that of Deen Heebner, which called attention to the fact that 100 students, of whom five were ladies, were registered for the term commencing last Sept.

The Bawden Plant Collection prize had been won by Mr. J. A. Kennedy, of Ridgetown, who had prepared an excellent collection of 300 specimens of Canadian plants, very neatly and carefully mounted, and labelled.

The date of the Junior exams had been fixed for 25th and 28th insts., and on December 3rd to 7th inclusive.

The 34th session would commence on September 4th, 1913, and terminate on 27th April, 1914.

The Committee recommended that the report of the Dean on the 33rd College session should be adopted, and printed in the minutes.

"We have much pleasure," continued the report, "in noting the honorable and distinguished achievement attained by Mr. J.A. Kennedyi of Ridgetown, in winning the Bawden Plant Collection prize. The collection made by the student is uncommonly complete, and is deserving of honorable mention by your committee."

We would recommend the purchase of 6 analytical balances at $42.50 each, and a Westphal Mohr specific gravity balance at a cost of about $18.

The purchase of a polariscope was deferred.

The following Board of Examiners was appointed:

Botany—P. Bawden.
Chemistry, Practical—R. D. Dymond.
Chemistry, Theoretical—M.R. MacFarlane.
Dispensing—T. N. Sampson.
Materia Medica—J. S. Armitage.
Pharmacy, Practical—W. W. Gibson.
Pharmacy, Theoretical—Wm. Enouy.
Prescriptions—A. E. Drewery.

The report was put to the meeting and carried.

The report of the Executive and Finance, which was the final order of business before adjournment, recommended that the sum of $50 should be expended for fixing up the basement, and that $25 should be spent on installing electric light in the library.

The committee recommended that $550.50, which was the per capita levy of 50 cents on Ontario druggists, should be remitted to the Treasurer of the Canadian Pharmaceutical Association.

The sum of $175, representing Mr. Jury's expenses as a delegate of the O.C.P. to the recent C.P.A convention at Vancouver, was directed to be paid to that gentleman.

The recommendation of the Education Committee for the expending of $450 towards equipping equipment was sanctioned, as was that for the expenditure of $250 in renovating the chemical laboratory.

On motion of Mr. Worden, seconded by Mr. Worden, the report was carried.

It was then moved by Mr. Gibbard, and seconded by Mr. Griffin, that Messrs. Stewart,Robertson and Pepper, be appointed a special committee in conjunction with the local Toronto committee to arrange for the meeting of the Canadian Pharmaceutical Association next year in this city.

Mr. Pepper then moved the adjournment of the Council until June, 1913, or at the call of the President. With the carrying of this motion, the winter session came to an end, the members, before leaving for their respective homes, exchanging cordial greetings for a Happy New Year.

Adequate Profits.

Much has been written and commented on in the trade press on the subject of profits. Experts and amateur financiers have continued to show the actual earnings of the business man after taking into consideration every conceivable item of expense, and proving, to their own satisfaction at least, the ridiculous ideas that many have entertained as to the percentage of profits realized.

These arguments and figures cannot but be helpful and have acted as eye-openers to many who have been heretofore content to guess at profit without giving the matter full consideration or having analysed it from a proper business standpoint.

Commonsense as well as reason must tell every man that he must work for profit, and that no profit can be made until after all expenses of every nature are considered.

Kent-McClain Again.

Mr. H. E. Middleboro, of Owen Sound, has installed some new fixtures in quarter cut oak. These were made by Kent-McClain, Limited (Toronto Show Case Co.)

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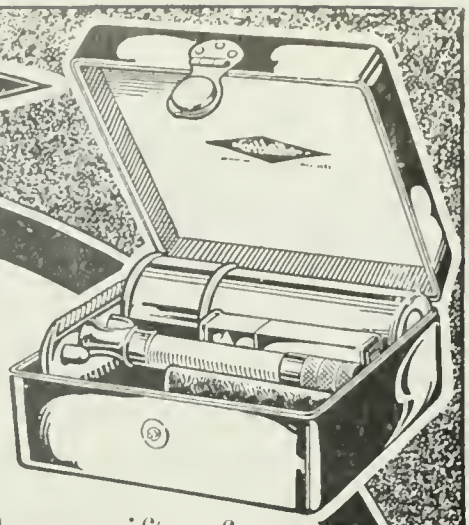

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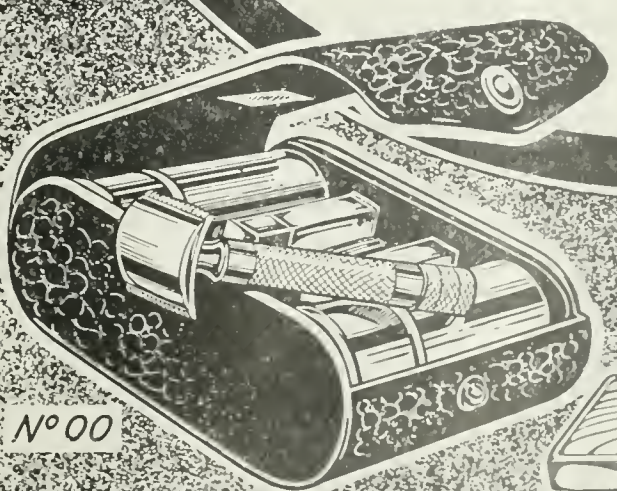

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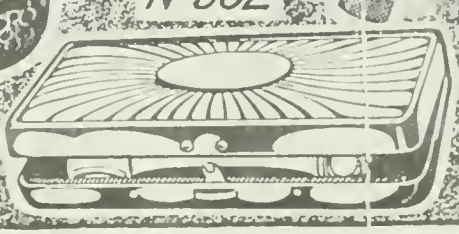

N°502

Salesmanship.

By Frank C. Smith.

LOYALTY AND CONFIDENCE.

I have had occasion recently to write some of my views upon salesmanship for publication, and if you have read what I said you will perhaps have noticed that the most important feature upon which I dwelt with loyalty and confidence in the line of goods that the salesman was selling. Without this he is an absolute failure in the beginning, and unless he can make himself loyal to his line of goods, he had better not continue.

PERSISTENCY.

Persistency, thou art a jewel, and persistency, not to the extreme, thou art a virtue. Persistency is a most essential qualification for a salesman to possess, and persistency not to the extreme is greatly to be desired. A salesman can be persistent to the extent of annoying the customer, but if he has tact and talent he can use his persistency in a way that will be pleasing instead of an annoyance. Persistency is not repeatedly asking a customer to buy, when he has told you repeatedly that he does not want to buy, but it means from my point of view, a pleasant way of keeping after the customer with a sale always in view, until he will perhaps ask you to take the order instead of you forcing it upon him. Just recently I had a talk with a prominent dealer, and the merits of a certain traveler were discussed. He said that he considered him a nice fellow, but he was too persistent—that he annoyed him by constantly insisting upon the order when he had told him there was nothing doing in that direction. In my opinion this traveler could have handled his persistency in a more diplomatic manner, and if he had not secured the order that day, it would leave the customer in a pleasant frame of mind for the future.

TENACITY AND COURAGE.

These qualifications in a salesman are kindred to persistency, tenacity, particularly, but it must be handled with kid gloves so the customer will not become disgusted with an over-indulgence of same on the part of the traveler. If the dealer acts bad upon a first call, say a few pleasant things—not too many—and leave him, but have the courage to call again, and if he doesn't like you upon your first visit, make him learn to like you. Don't crawl into his store though you were afraid of him, but go in bravely and frankly spoken ; make up your mind to conquer, through tenacity, courage and correct persistency, his nature. Remember, the highest plum on the tree is generally the best, and the hardest dealer to sell is the easiest one to keep. Anyone can sell the easy fellow a job or two, because he buys from everyone.

ANTICIPATION VS. REALIZATION.

The traveler who is possessed of persistency, tenacity and courage is bound to be an anticipator of business the moment he enters the customer's store, even though his anticipation is not realized. Many a traveler has entered a business house with no anticipation of business, consequently with no heart in his work, with no arguments at his command that are forcible, and the result is that he does not realize what he might otherwise have accomplished is he had entered that same business place fully expecting to get an order. How many times a traveler has walked into a store and greeted the proprietor with this remark : "You don't want anything to-day, do you ?" What a mistake it is. He should not allow himself to feel at any time that there is no anticipation in an order, and he should make that an important feature of his business selling career. Have you ever been in a slump, and go from one town to the other merely mechanically ? And have you noticed that the slump continued ; and then all of a sudden you would go to the next town with anticipation and you would realize there, and then again to the next town, and so on. That is anticipation and realization ; if the traveler had more of that in his nature there wouldn't be so many slumps.

OPTIMISM AND PESSIMISM.

Be also an optimist and not a pessimist. Do not listen to what everybody tells you about trade being dull here or there, because the wheat crop is short and the corn gone to the bad—just remember that there never was a time in the history of your existence when there wasn't something wrong, and if you get down in the mouth and call upon your dealer in that frame of mind you will get him upon the same level as yourself, and your opportunity to sell him goods will have depreciated at least fifty per cent. or more.

KNOCKERS.

Don't get into the habit of knocking a competitor with direct upper-cuts, if at all, but if you think you can slip a punch over, "sorta slanting like," hand your knock to the dealer in that slow, quiet way, just like his feet were going to sleep, and when that point arrives he realizes the situation and wakes up.

KNOW-ALLS—DON'T BE ONE.

Give the customer credit for having some sense ; in fact, give him credit for really more sense than he possesses. By doing this he personally will open a profit door that you perhaps could not. Ask his advice upon the buggy question and make him believe he is some pumnkins ; be his step-child, if necessary, they like to buy from kinfolks.

FIRMNESS.

Be firm with your customer, protecting the rights of the company you represent, though there may be

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PRICE CHANGED

The Retail Selling Price of Dr. Martel's Special Pills after November 1st, 1912, will be **$3.50 per box.** Jobbing Prices remain the same.

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Sole distributers for the various Dr. Martel's remedies. (Canadian Proprietary or Patent Medicine Act No. 1629)

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The German Remedy

—POSITIVE CURE FOR—

Gall Stones
Kidney and Bladder Stones
Gravel
Kidney Trouble

A well-known Druggist's report:—"We find your preparations giving good satisfaction, and consider the sale good for a new article."

Sanol's Anti-Diabetes

—RELIABLE REMEDY FOR—

Diabetes-Mellitus

Is particularly effective in combating and neutralizing the Diabetic poisons and is most wonderful in its actions.

These remedies will be well advertised to the medical profession and every druggist should be prepared to meet the demands..

Expurgo-Lapis, retail **$1.50.** Wholesale **$12.00**
Expurgo-Anti-Diabetes, $2.00. Wholesale **$16.00**

From most wholesale druggists or direct from

The Sanol Mfg. Co. of Canada Ltd.
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XMAS POST CARDS and BOOKLETS

We are well equipped for the sorting trade.

Thousands of

Xmas Post Cards	50c to $15 per 100
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A post card will bring you our Xmas Catalog. Full of good things.

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P. S.—We are making the best Felt Pennant in Canada. Your name on a post card for our catalog.

occasional variations where it may be policy to give in a little, even though you know the customer is in the wrong, but this should not be carried to the extreme, and if it were, your customer would realize as well as you, that you were doing your company an injustice, and would think less of you for it. At the same time I believe in protecting the customer as against the factory upon absolutely the same basis.

HONESTY.

There is nothing like honesty in this or any other business. Secure your business upon an honest basis, so that you can fearlessly look both your customer and your company in the face and their mutual appreciation of you will give you confidence, persistency, anticipation, tenacity, courage, firmness, and last of all realization of results that you are looking for.

IN CONCLUSION

I have only this to say, that you must first acquire loyalty and confidence in your line, and you must secure it honestly; this, in my opinion, is the foundation of your entire success, and all the other qualifications I have mentioned will follow just as sure as the sun rises and sets.

The Mote and The Beam.

The faults we see in others are often to be found in some degree in ourselves. A merchant who took great pride in the appearance of his store, which was recognized as a model of its class, had occasion to visit a store in a neighboring city where no such pretentions were made. He was struck by the contrast. The windows were crudely trimmed, the sales people were careless, the floors were not clean, the goods were not arranged in an orderly manner, large and unsightly sign cards were posted on every hand, and the atmosphere of the place was disagreeable. He congratulated himself that his store was not like that. But when he returned to his own store he noticed that his windows were not entirely free from the charge of crudeness. He noticed evidence of carelessness in his own sales people. The floors, too, were not as clean as they might be. The manner of displaying goods also showed room for improvement. The sign cards might be neater, and many other points were found not so perfect as he had thought them.

In his experience he learned that it is possible to get so used to defects in things about us as not to notice them, and that we may have in ourselves the first elements of those very evils that shock us when we see them in others. Take a vacation and see drug stores in other cities. Note the impression you get when entering the store, and if not according to your ideals see to it when you return that your own store is made to look inviting to the public.

Poison in Shoe Leather.

The use of materials as innocent as can possibly be is a reasonable requirement in regard to the clothes we wear, since, of course, they are not merely decorative but are essential to the well being and comfort of the body. The foot in particular is trusted to protect a part of the body peculiarly sensitive to damp and cold, and quality in boots is very desirable in the interests of the general health. Yet probably there are fewer articles showing wider variations of quality than leather.

Good leather is a boon, but bad leather a snare. It is, therefore, somewhat disturbing to find that a whole laboratory of chemicals may occur in the boot, says the London Lancet. Not a few people have found, after a hard day's work or exercise, cold when it consists of good, pure leather.
that their socks are stained a deep yellow, derived from the chromates used, among other things, to give a rich tone to the leather. Chromates are poisonous salts. There may be other mineral substances present which are not so easily disclosed in a domestic way, but which readily appear on analysis. Thus may be found salts of lead, tin, aluminum, iron and even the glucose which is used to assist in the preparation of the leather from the hide, but which perhaps intentionally, has escaped elimination.

It is reasonable to suppose that all these things are used for a specific purpose, but we may be sure that good sound material does not require the presence of such foreign substances. Leather made to look good by tinkering cannot fulfill so effectively the high hygenic purpose of the genuine unadulterated article. Brown paper is an innocent article enough, but it discounts terribly the best properties of the sole of the boot, which can only be satisfactorily waterproof and protective against

The subject is one which might attract more attention at the hands of our hygenic authorities than it appears so far to have done.

Letter to the Sanol Manufacturing Co., of Winnipeg:

Dear Sirs:—I am writing to you in regard to the Sanol Medicine which I have lately taken, and must sincerely thank you for the world of good it has done me.

I have been almost an invalid with "Gall Stones" and have been in the hospital for two months. Nothing seemed to do me good, nor anybody seemed to understand my case until I used "Sanol." Now I am as well as ever and able to do my housework as before and feel years younger.

I wish you great prosperity, and hope in the coming future it will do other sufferers good as it has done for me. I am,

Yours faithfully, Mrs. J. Hesler.

To The Retail Trade In Canada

It would be hardly fair to let the most successful year in the history of the AutoStrop Razor in Canada close without a word of appreciation to our many friends for the support which they have given us during the past year.

We wish to thank them and to say further that while some razors can be sold without a guarantee as to shaving qualities or blade longevity, we have such confidence in the merit of the AutoStrop Safety Razor that we intend to continue for the next year our policy of guaranteeing 500 head barber shaves from each packet of 12 blades.

Our extensive advertising campaign is going to be continued and our advertisements will be seen in the leading Canadian dailies once a week for the year to come.

We are going to preach our guarantees as strongly as we know how, also pointing out the fallacies of any razor which cannot be stropped sharp after the first shave.

AutoStrop Safety Razor Co. Ltd.

400 RICHMOND STREET WEST

TORONTO

THE MARVEL

"WHIRLING SPRAY" SYRINGE

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS

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THE MARVEL CO.

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44 E. 23rd St. New York

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CANADA'S

Largest

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Just Read The Directions.

Retail Druggists

get familiar with the many uses of Gillett's Lye, and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant —it's a sure trade bringer.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Awarded highest honors at all Expositions.

E.W.GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

British Columbia Pharmaceutical Association.

Semi-Annual Examinations.

SENIOR DISPENSING.

Examiner, J. Cochrane. Time allowed, 2 hours. Candidates will dispense, label and wrap these prescriptions as if they were intended for patients. Neatness, cleanliness and dispatch will be rated.

1. Mrs. Jas. Tilson.

R Ferri Sulph Exsic..... ....gr. vi
Ect. Nuc. Vomic..... ....gr. iss.
Quin. Sulph..... ....gr. x.
Phil Rhei Co..... ....scr. ii.
M. Div. in pil. duodecim.
Sig. Dosis I vel II noct: maneque statim p.c.
H. J. G.—M.D.

2. Henry Goodman.

R Ext. Bellad.
Plumbi Acet..... ....aa gr. ii.
Acid Tannic ....gr. iii.
Ol. Theobromat. q.s. ut. ft. suppos... ...gr. xv
Mitte vi.
Sig. Mod. praescript. omn. bid. utend.
J. B. C.—M.D.

3. Miss S. Burgess.

R Resorcin..... ....qr. xv
Zinc Oxid.
Syr. Aurantii..... ....oz. i.
Picis. Liq..... ....dr.ss
Adipis..... ....oz. i.
M. Hujus ung. pauxillum quotidie applic.
P J. R.—M.D.

4. Robt. Matthews.

R Chloroformi..... ....dr. ii
Ol. Amygd. Dulc..... ....dr.iii.
P. Tragacanth..... ....dr. ss.
Aquae q.s..... ....ad. oz. vi.
Ft. Emuls.
Sig. Sumat coch. parv. dua dum flatus, infestat
T. H. D.—M.D.

5. F. H. Bronson.

R P. Rhei..... ....
P. Carbo Lig..... ....aa scr. i.
Magnes. Carb..... ....dr. i.
M. Div. in pulv. decem.
Sig. Pulv. unus ex lact. si op. sit sumend.
S. H. L.—M.D.

SENIOR PRESCRIPTION.

Examiner, John Cochrane. Time allowed, 2 hours.

1. Write out in complete Latin the following prescriptions, including quantities, give English translation and state the amount of Arsenious Anhydride contained in each dose.

R Quin. Sulph..... ....scr. i.
Tinct. Nuc Vomic.... ....dr. i.
Acid Hydrochlor, Dil..... ....dr. ss.
Liq. Arsen. Hydrochlor. min.... ....xxx.
Syr. Aurantii..... ....oz. i.
Aq. Menth. Pip. q.s. ad. ....oz. viii.
Ft. mist. de qua cap. aeger coch. i. ampl. bis terve in die.

2. (a) What antidotes would be called for in cases of poisoning by the following respectively: Opium; Mercuric Chloride; Arsenic.

(b) Explain and illustrate by sample prescriptions the various phases of "Incompatibility" which may be met with in dispensing.

3. How would you prepare:

(a)

R Calcii Carb. Praecip..... ....oz. ss.
Acid Phosphor. Conc. ... ...dr. vii. min. xvi
Acid Lactic..... ....min. xcvi.
Saccbar. Purif..... ... .oz. xiv.
Aq. Aurantii Flor..... ....oz. ss.
Aq. Destill. q.s..... ....ad. oz. xx.
M.

(b)

R Succ. Conii ....oz. ii.
Adip. Lanae Hydros..... ....dr. vi.
M. Ft. Ung.

4. (a) Extend into full Latin and give English translation of: Mic. pan.; C. v.; Hor. Hma mat.; C. vinar.; Q. p.; Pocul.; Dim.; Singulorum; Aq. bull.; Ov.

(b) Give Latin translation for: From day to day; On the side that is painful; An hour and a half; Today; A pinch.

5. A prescription reads:

Magnesii Sulph..... 30
Acid Sulph. Dil.... 6
Syr. Limon..... 40
Aque 180

Unfortunately you have no metric weights at hand. What quantities of each ingredient in Apothecaries weights and measures would you use and what size of the ordinary dispensing bottle designated in fluid ounces would be proper? Show work.

6. (a) Write a prescription for oz.iv. of an aqueous solution of Potassium Permanganate of such strength that dr. i. of the solution with water to oz. viii. equals 1 in 2000 of Potassium Permanganate. Show work.

(b) How much of each of the following substances respectively may be dissolved into 10 fluid ounces of water at 60 degrees F.:—Sodium Bicarbonate; Acid Potassium Tartrate; Potassium Acetate; Refined Sugar; Citric Acid.

7. Give B.P. dose of: Acetanilide; Terebene; Acid Hydrocyanic; Tinct. Aconite.; Ammon. Bromid; Salol; Argent. Nit.; Hydrarg. Biniod; Liq. Trinitrini.; By inhalation of Amyl Nitrite.

8. 9. 10. Orals.

SENIOR CHEMISTRY.

Examiner—Geo. H. Cameron. Time allowed 2 hours

1. Into what two principal groups are elements divided? Define positive and negative elements, giving an example of each.

2. Name and define the laws governing chemical combinations of elements and give examples.

3. What is the essential elements of the acids: Differentiate between hydracids and oxyacids.

4. In a solution containing Calcium and Magnesium, how would you separate and distinguish the two metals?

5. Complete the following chemical equations:

$$FeSO_4 + K_2CO_3 =$$
$$Ca(OH)_2 + 2HgCl. =$$
$$Pb(NO_3)_2 + KI. =$$

6. Give an equation showing the reaction when NH_3 comes in contact with an acid.

7. Give the names and formulas of the oxides of Phosphorous, and the acids they form with the elements of water.

8. What is chloroform chemically, and how is it made?

9. Name some of the impurities of Chloroform, and give tests by which they may be detected.

10. Describe Ethyl Oxide, give the ordinary name, formula, derivation and mode of production with reactions occurring.

SENIOR PHARMACY.

Examiner—Geo. H. Cameron. Time allowed 2 hours

1. How is Iodoform prepared. Give its properties and uses in medicine.

2. Name some of the coal tar products used in medicine, and give the general method of the manufacture of any one of them.

3. Give composition, synonyms, properties and mode of manufacture of Carbolic Acid.

4. What is Gun Cotton? Name its solvent. What preparation of Gun Cotton is used in medicine?

5. Name three official hypodermic injections, giving their percentage, strength and dose.

Name two official lotions, giving their strength and method of preparation.

7. Give the method of preparation, composition and preservation of the following volatile oils: Turpentine; Aniseed; Peppermint.

8. 9. 10. Oral.

SENIOR MATERIA MEDICA.

Examiner—F. C. Stearman, Phm. B.
Time allowed, two hours.

1f (a) What are the medical properties and chief source of supply of Irish Moss?

(b) Give the plant name of Poison Oak and explain the difference, by drawings, between this leaf with the one of Bay Leaves.

(c) Name the most important constituent of Deadly Nightshade, and give geographical source of the plant.

2. Coca.

(a) Give the plant name and principal source.

(b) Describe briefly by drawings, to explain work, the different forms of leaves.

(c) Name the most important alkaloid obtained from Coca and give solubility in H_2O and rectified spirits.

3. Nut Galls.

(a) Write full Materia Medica Notes.

(b) Describe the different varieties.

(c) Give plant name and source.

(d) Name the most important constituents and percentage of same.

(e) What are its medical properties?

(f) Name the official B.P. preparations and give strengths.

4. Name at least six of the most important leaves of the B.P., giving the geographical source of each one and any peculiarities. Where necessary state the therapeutic action and active constituent of each.

5. What are the following, name our chief source of supply and detect any adulterations where necessary and state same: (a) Canada Balsam. (b) Menthol. (c) Elaterium. (d) Hydrous Wool Fat. (e) Attar of Rose. (f) Gamboge.

6. Write full Materia Medica Notes on Jalap and Rhatany.

7. Describe fully: Santalum Album; Prunus Virginiana; Myristica.

8. 9. 10. Orals.

SENIOR BOTANY.

Examiner—F. C. Stearman, Phm. B.
Time allowed, two hours.

1. (a) Describe the structure of a complete flower. (b) Make drawings of each component part and explain fully, (c) What do you understand by the term Prefloration?

2. Describe the Fibro-Vascular and Epidermal System in plants and explain the functions of each applied system.

2. Make drawings and describe: (a) Strobile. (b) Silique. (c) Sorosis. (d) Galbulus. (e) Dehiscing Silicle.

4. Describe the agencies made use of by nature for the Dispersion of Seeds and Fruits.

5. Define the following botanical terms: (a) Pericarp; (b) Assimilation; (c) Tryma; (d) Suture; (e) Best; (f) Legume; (g) Embryo; (h) Repent.

6. (a) Describe the characteristics of the Pulse Family. (b) Describe the fruit of the Rosaceae Family.

7. Give classification of different forms of Stems in their manner of branching and make drawings to explain work.

8. What are Dehiscent and Indehiscent Fruits? Give divisions of the latter and examples of each form to explain work.

JUNIOR DISPENSING.

Examiner—John Cochrane. Time allowed, 2 hours

1. Mr. Carpenter.

R Hydrarg. Submur.....gr. ii.
Sod. Bicarb.....gr. xv.
P. Rhei.....gr. ii.
Ft. Pulv. Mitte vi.
Sig. Pulv. unus more dicto sumendus.
H. S. T.—M.D.

2. Miss Thomas.

R Ol. Ricini.....oz. ii.
P. Acaciae.....oz. i.
Syr. Simplic.....oz. i.
Aq. Cinnam. q.s. ad.....oz. viii.
M. Ft. Emuls.
Sig. Cap. cochleare mag. primo mane.
W. A. M.—M.D.

3. K. M. Freeman.

R Boracis.
Zinc. Oxid.....aa dr. ss.
Picis Liq.....dr. i.
Adipis.....oz. i.
M. Ft. Ung.
Sig. Pro re nata utend.
P. R. S.—M.D.

4. Mrs. Johnson.

R Quin. Sulph.....gr. x.
Aloini.....gr. v.
Ext. Bellad.....gr. iii.
Pil. Rhei Co.....scr. ii.
M. Div. in pil. decem.
Sig. Unam de die in diem. sumat.
D. F. A.—M.D.

JUNIOR EXAMINATIONS.

JUNIOR PRESCRIPTIONS.

Examiner—John Cochrane. Time allowed, 2 hours.

1. How would you prepare :—

(a) R Iodi.....(a).....dr. x.
Potass Iodid.....dr. vi.
Aq. Destill.....dr. x.
Spt. Vini Rect.....oz. ix.
M. Ft. Liniment.

(b) R Hydrargyri.....oz. ii.
Conf. Rosae.....oz. iii.
P. Glycyrrh. Rad.....oz. i.
M. Ft. Mass. pil.

2. Translate into English :

Recipe.
Quininae Sulphatis—scrupulus duos
Acid Sulphurici diluti—drachmam cum semisse
Syrupi Aurantii—semunciam
Spiritus Vini Gallici quantum sufficit ut fiant uncias octo
Misce. Capiat cochleare amplum ex aqua bis in die.

3. Criticise the following prescriptions indicating any error or changes liable to occur :—

(a) R Sodii Bicarb.....dr. ii.
Pepsin.....scr. i.
Tinct. Nuc. Vomic.....dr. iii.
Acid Hydrochlor, Dil.....dr. i.
Aq. Chloroform q.s. ad.....oz. iv.
M. Sig. oz.ss after meals.

(b) R Potass. Permang.....gr. x.
Ext. Bellad.....gr. iii.
Ac. Arsenios.....gr. ii.
Pil. Rhei Co.....scr. ii.
M. Div. in pil No. X.
Sig. One three times a day.

4. Give English translations for :

Coque ; Ad libitum ; Gutta ; Sesquihora ; Congius ; Indies ; S.V.T.; Cyathus ; Omn. man.; Detur.

5. (a) State the regulations governing the sale of poisons mentioned in Schedule A and B. of the Pharmacy Act, and state to which Schedule the following poisons respectively belong :

Hellebore ; Lead Acetate ; Chloral Hydrate ; Sulphonal ; Cyanide of Potassium.

(b) Write a prescription for oz.ii of a solution of Mercuric Chloride of such strength that dr.i of the solution with water to oz.vi. will give a strength of 1 in 875 of Mercuric Chloride. Show work.

6. (b) Give B. P. Latin names of :—

White Precipitate ; Spirit of Sal Volatile ; Goulard's Extract ; Yellow Wash ; Hops ; White Wax ; Chloric Ether ; Sugar of Lead ; Soft Soap ; Starch.

(b) Give English names of : Amygdala Amara ; Carbo Ligni ; Charta Sinapis ; Gossypium ; Hirudo ; Myristica ; Coccus ; Anthemidis Flores ; Mel Depuratum ; Linum Contusum.

7. Give dose of :

Phenacetine ; Tinct. Digitalis ; Liq. Strych. Hydrochlor.; Res. Podophyll.; Opium ; Creosote ; Caffein Cit.; Salicin ; Hydrarg. cum Creta ; Sod. Iodid.

8. 9. 10. Orals.

JUNIOR CHEMISTRY.

Examiner—Geo. H. Cameron. Time alloweh, 2 hours

1. What is the unit of comparison in determining the specific gravity of solids, liquids and gases?

2. State the atomic theory.

3. Mention six elementary substances commonly used in their pure state in medicine.

4. Define and give an example of the terms : Basic radical ; acidulous radical ; hydride ; hydroxide ; haloid ; anhydride.

5. Define a reaction and an equation.

6. Illustrate by equation what happens when Zinc is treated with Sulphuric Acid.

7. What is the percentage composition of $NaNO_3$?

8. Describe the preparation of Hydrogen by the action of Sodium on Water. Write the formula for the equation representing the reaction.

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6 "	20 00	1 "
8 "	27 00	1 "
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9. Define distillation, filtration and precipitation as applied to the process of purifying water.

10. Write an equation showing the reaction of Sulphuric Acid on Sodium Chloride.

JUNIOR PHARMACY.

Examiner—Geo.H. Cameron. Time allowed, 2 hours

1. Give the alkaloidal strength of each of the following tinctures: Belladonna; Nux Vomica; Cinchona.

2. Name three 5 per cent. tinctures, five 10 per cent. tinctures, and one 12½ per cent., giving their alkaloidal strength.

3. Name three compound powders, giving the ingredients in each, with dose and medicinal properties.

4. Give method of preparation, base used and ingredients in three official suppositories.

5. Name three standarized official liquid extracts giving the percentage strength of alkaloid.

6. Describe briefly dialysis; percolation; filtration; maceration.

7. Give official name, properties and dose of: Fowler's solution and Donovan's solution. What percentage of arsenic should they contain?

8. 9. 10. Oral.

JUNIOR MATERIA MEDICA.

Examiner—F. C. Stearman, Phm. B.
Time allowed, 2 hours.

1. Animal Drugs; name their peculiarities and those of vegetable origin.

2. State the medical properties of: (a) Pancreatin. (b) Castor. (c) Pepsin. (d) Thyroid.

State any precautions necessary in the handling of the above.

3. What are the following: (a) Spts. Tenuior. (b) Cherry Laurel Water. (c) Lavender Drops. (d) Tr. Mandrake. (e) Aromatic Po. (f) Sambuci Water. (g) Wine of Steel.

4. Name the different varieties of Rhubarb that you know of in commerce. What are the medical properties of Rhubarb and name a few official drugs having the same therapeutic action?

5. State: (a) The medical properties of dandelion. (b) The source and alkaloids of Opium. (c) The manner of marketing Cantharides. (d) The active principle of Cocci and its commercial value. (e) The medical properties of Canella and the preparations into which it enters. (f) The B.P. preparations made from the leaves and root of Aconite.

6. Name some of the preparations and define same that would come under the following terms: (a) Stimulants Hepatic. (b) Diuretics. (c) Anodynes. (d) Evacuants.

7. Write full Materia Medica Notes on Golden Seal and Calumbia.

8. (a) State the manner of purification of Lard and Honey. (b) Name the most important Cod Liveral Oil in Use. How would you detect it from Olive Oil? (c) What is the principal active constituent of Cod Liver Oil?

EXAMINATION RESULTS.

SENIOR—PASSED.

W. J. Bennett, Vancouver; R. H. Boyer, Vancouver; A. M. Clearihue, Victoria; V. E. Keeley, Vancouver; L. A. Manuel, Chilliwack; W. W. McGill, Vancouver; D. Newell, Vancouver; L. J. Teiffel, Vancouver; I. J. Warren, Vancouver.

Passed now and on previous occasions—H. Shannon, Vancouver.

Starred in subjects—A. J. Pallot, Vancouver, botany; H. J. R. Bond, Vancouver, pharmacy; G. M. Clay, Vancouver, Chemistry; L. D. Fulton, Victoria, materia medica and botany; W. G. Robertson, Vancouver, chemistry and botany; R. L. Ritchford, Vancouver, materia medica.

JUNIOR.

Passed—A. Bailey, Vancouver.

Passed now and on previous occasions—V. Ableson, Victoria; F. W. Steacy, Vancouver; A. McLennan, Vancouver; C. A. Moodie, Vancouver.

THE TEPOORTEN GOLD MEDAL.

J. T. Crowder, of Vancouver, wins the first Tepoorten Gold Medal, taking his examination in April last.

The Board of Examiners recommend registration as follows:

As Apprentices:—J. H. Argyle, Hugh Bolonis, C E. Crowe, Raoul Debeau, H. R. Gosse, C. H. Harris, T. J. Irving, Joseph Keating, D. A. McIntosh, W.R. McDougall, C.A. McNaulty, R. C. Pattinson, Forbes Pelton, M. W. Pineo, R. W. Smith, K. I. Steward, P.R.M. Wallis, N.G. Watson, Norman Wilson, B.D. Whitehead, A. L. Wain.

Upon production of Latin papers:—O.L. Fiedler, Wallace Fenton, R. C. Lang, C.A. Reese.

Upon production of full qualification papers:—R. H. Crane, Geo. H. Goodard, Frank Granat, I. W. Heslip, J. H. Mattheson.

As Certified Clerks:—H. J. Rf Bond, W. J. Bennett, R. H. Bover, G. M. Clay, J. H. Fanning, F. L. Houghton, D. Lister, E. S. Lee, Brock McKenzie, L. J. Teiffel, O.W. Wakelin, I. J. Warren.

As Licentiates of Pharmacy:—D. J. Bell, M.D., W. S. Verrall, M.D.

Kent-McClain Again.

Mr. J. M. Sissons, of Edmonton, Alta., has enhanced the appearance of his store by adding fine new cases in quarter cut oak to match the rest of his fixtures. These include the "Eclipse" all glass construction case as well as the indispensable "Trianon" combination counter, stock cabinet, and show case, made by Kent McClain, Limited (Torronto Show Case Co.)

PHARMACY IN GREAT BRITAIN

Chemists and Insurance Act—Canada and Drug Cultivation—Proprietary Medicines Enquiry—Near East Troubles and Drug Markets.

(From our London Correspondent.)

The National Insurance Act continues to be the main topic of discussion at pharmaceutical gatherings, and, with the provisional regulations before them, pharmacists are in a better position to see how they stand. In certain districts the view is held that the amount set apart for the supply of drugs is totally inadequate, and now that the remuneration offered to the doctors has been very considerable increased, there is a tendency on the part of some chemists to ask for more. Dealing with this question at a meeting of the Insurance Advisory Committee on October 23rd, the Chancellor of the Exchequer laid down the proposition that there should be a fixed amount for the doctor and a fixed amount for the chemist. The original figure of a dollar and a half (including drugs) for every insured person was to be increased to two dollars, which includes 36c. for the drug bill, but the question of "Extras" and expensive drugs has arisen and has caused a good deal of consideration. For three years the Chancellor proposes to try the scheme he unfolded on October 23rd, and there seems every indication that the doctors will accept his offer, which means that the chemists will probably fall in with the arrangement and assist in the working of the experimental scheme. Medical benefit under the Insurance Act commences on January 1st., and by that time pharmacists here will doubtless have completed their arrangement for the working of this far-reaching measure. Unlike the doctor, the pharmacist will be paid for what he does and supplies, so that any per capita scheme should not directly affect him

* * * * *

The Royal Commission of the Resources and Trade of the Dominions (including Canada) which has been holding meetings recently, has heard evidence in regard to drug growing in the Empire, tendered by Mr. John C. Umney, Chairman of the Chemical Trade and Toilet Soap Section of the London Chamber of Commerce, and other experts. Referring to the question of the developing cultivation of raw materials for essential oil distillation, Mr. Umney stated than many of the plants yielding essential oils, could be grown within the Dominions represented by the commission, but expert knowledge would need to be brought upon the subject in its various aspects. In climates such as Canada and Australia he would recommend that a number of umbelliferous fruits, namely, anise, caraway, coriander, dill and fellen could be sultivated. Mr. G.E. Foster, Minister of Trade and Customs for Canada, said that in Canada there were experimental farms in all kinds of climates, and they could afford by these means useful information to growers. In reply to a question as to what quantity of land would be required for plant-growing experiments, it was mentioned that a few parcels of 10 acres would suffice. Mr. J.H.E. Evans, director of Messrs. Evans & Sons, Lescher & Webb, Limited, also gave evidence and showed how the Dutch, German and American efforts in drug cultivation had gradually attracted trade away from England. For Canada the following drugs were suggested :—Aconite, dill seed, belladonna leaves and root, euonymus, camphor, caraway, cascara sagrada, cimicifuga, gelsemium, gentian, liquorice, witch hazel, hydrastis, linseed, lobelia, menthol, olive oil calabar bean, mandrake, prunus virg., santonin, sassafras, senega, stavesacre, stramonium, dandelion, valerian, ginseng.

* * * * *

What has become known as the "Proprietary Medicines Inquiry" has resumed its sittings under the Chairmanship of Sir Henry Norman, M.P. The members of the Committee are M. P.'s who have been appointed as the Select Committee to inquire into the sale and advertising of Proprietary Medicines and Appliances. The assistant editor of "Truth," a well-known paper which is continually exposing quacks of all sorts, said there were two points to bear in mind. First, the protection of the public health, and secondly the protection of the public pocket. In relation to the public health he thought that the full discolsure of the contents of the preparation on the label would have good results. Several witnesses suggested that a stricter supervision should be made over the sale of these preparations.

* * * * *

The troubles in the Near East are having a bad effect on the London drug markets. Menthol, cocaine, arsenic and a few other drugs have gone up in value, but the market is unsettled and a feeling of uncertainty prevails. Quicksilver jalap and linseed oil have been reduced in price ; other changes are pending, but have not yet been announced.

Mr. Merchant

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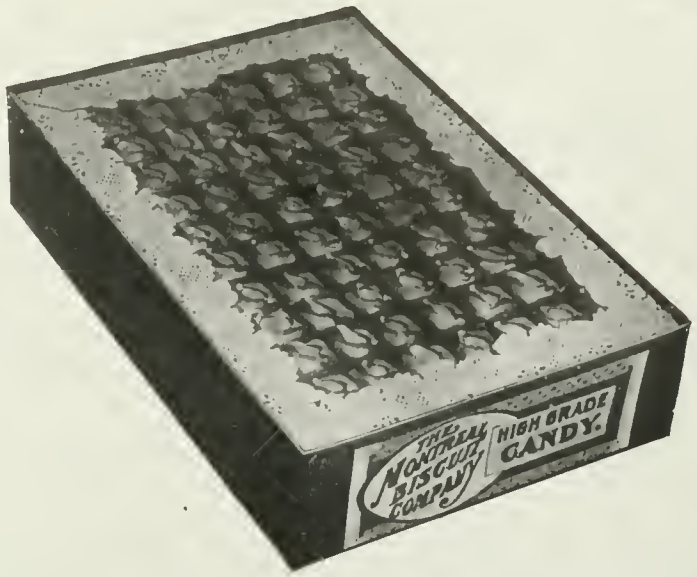

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Editorial.

The Cash Discount.

Probably no other topic has been more widely discussed in business circles both individually and collectively, particularly in trade associations, than that of terms of payment. The cash discount which prevails to-day is used in various forms and size, and while generally admitted to be a trade evil, its almost universal adoption has made the discount an established commercial custom.

Originally the discount was allowed as an inducement to pay promptly. To-day it is a recognized part of the sale. In view of its almost universal adoption in various forms, the following plea for net terms by S. H. Barrett, as published in the "Credit Men's Bulletin," will be of interest to merchants and manufacturers who would like to see a reformation in this phase of commercial transactions. Mr. Barrett, in referring to a recent statement in the "Bulletin," to the effect that there seems to be no tendency to eliminate the cash discount, says :

My point must be considered from two sides : First, is it correct in principle ? Second, is it advantageous or desirable ?

We assume that the cash discount is strictly such and not a trade discount or a concession in price. Then to secure it, bills should be paid within the time limit and the seller receives the net amount due him at the proper time. It must thus be an elementary principle of right and justice that if agreed terms were net, payment should be made just as promptly as maturity. An agreement of sale is a contract and it is just as obligatory on the buyer to observe the terms of payment as it is on the seller to furnish specified quality and quantity.

I cannot conceive of any argument that would defend the practice of taking (or stealing) extra time on a cash discount or a net maturity. Since the discount offered is much more than the use of the money is worth, the basic principle is offering a reward for keeping a contract, and appealing to the instinct of cupidity, instead of to the higher ideals of justice and right.

The loss of a cash discount should not be charged against the cost of goods, but should be an overhead, non-productive expense to the business, just the same as interest on money borrowed to enable one to save the cash discount. We do not charge this interest to the invoice price of a bill of goods. Then why should the negative charge of "discount not taken" be added to the cost of goods ? Charge it rather to "Inefficiency and Poor Management."

The offer of a fair rate of interest for anticipated payment is the only cash discount that is correct in principle and a large discount is only defensible on the ground of expediency.

Then the question is raised, "Will not a cash discount enable us to approach nearer to the goal of prompt receipt of net amount ?" Emphatically, it will not. A discount for cash in ten days is impossible of strict enforcement, for in but few cases can a shipment be received and the account put through the various necessary channels and the remittance made to reach the shipper in ten days. When almost daily shipments are made, what firms will discount each separately ? They "bunch" the invoices, "average" the dates, and the average is usually later than the list invoice. With so few exceptions as to make it distinctly the rule the best and largest firms construe ten days' cash discount to be payment by the tenth of each month for the previous month's shipments.

What I would advocate as a basis for general agreement is, "Net cash 30 days," for a month is a unit of time in business.

It is simply a matter of educating the trade and it can be done.

Twelve years ago a firm started in business in which terms had always been, "four months net, 5 per cent. thirty days," and although friends and enemies said "It cannot do it," it did do it, and to-day most of the successful firms in that line are making only net terms. Others have cut the net time to three months and the thirty day discount to 3 per cent., which requires just as much effort to bring conformity as to eliminate it entirely.

To the best buyer the only question is quality and price, not terms, and the patronage of such a house is never lost through lack of a cash discount.

No firm can secure prompt payment of all its accounts with a cash discount, or without it, but it can be as nearly secured without it as with it. The best customers will pay promptly, discount or net, and others usually take both the time and the discount, and often hold the whip hand in the argument that follows.

A steady, intelligent, persistent support of net terms will secure an average of payments as

prompt as the offer of cash discount, and it totally eliminates a most prolific source of trouble and dissension with the customer, taking both time and discount. If, to retain a customer, an unearned discount is allowed, a bad precedent is established, and much more effort, stamina and diplomacy are required to overcome it than would in the beginning have placed this customer on a net basis.

The question of penalty for non-payment at maturity has no place here, for the situation is exactly the same if terms are net only or combination of net and cash discount. If terms are net sixty, two off thirty, the man who is chronically slow will steal just as much time after matu as if terms were net thirty, and the advantage is with short terms for the older the account the harder to collect.

Will a customer use his money to secure cash discounts and let the net bills remain unpaid? If so, would he not pay the 4 per cent. bills and let the 2 per cent. bills wait? Or would he not pay the 6 per cent. bills and let the 4 per cent. bills wait; and would not the net firm be in the same relation to the 2 per cent. firm as the 2 per cent. firm would be to the 4 per cent. firm and so on?

My belief, after twelve years' experience, is that it is no harder to sell goods on net terms than on a cash discount. Also that a persistent, steady effort with terms net in thirty days will secure just as prompt payment as the offer of a discount. A bank does not give a discount for payment of an obligation promptly at maturity, nor even for the payment of interest in advance.

The cash discount being a bribe for the fulfillment of a contract, a reward for merely doing right, and a confession of weakness on the part of the seller, is impossible as a principle. As a measure of expediency it is a failure, for anyone having the necessary tact, patience and stamina to operate successfully with a cash discount, can be even more successful with that extremely troublesome feature entirely eliminated.

To Prevent the Hardening of Pills.

It is well known that certain kinds of pills harden within a comparatively short time after they have been prepared, in which condition they often pass through the stomach and intestinal tract without dissolving. E. Otto, writing in the Munchener Medizinische Wochenschrift, says that this hardening can be prevented by the addition of a small quantity of manna to the pill mass, 5 grams of manna being taken for every 100 grams of mass. Every kind of substance—except potassium permanganate, which must first be rubbed up with paraffin ointment—is compatible with manna.

International Pharmacy.

At the last annual meeting of the American Pharmaceutical Association, a very interesting paper was presented on "International Co-operation in Pharmacy."

The paper was prepared by J. J. Hofman, Secretary of the "Federation International Pharmaceutique," and dealt mainly with the objects of the Federation.

Should the conditions aimed at as outlined by the writer, be attained, pharmacy, both professionally and as a science, undoubtedly would be benefitted, and pharmacists throughout the world would be brought into close touch with each other in a way that could not but prove helpful.

The objects of the Federation as outlined by Mr. Hofman are as follows:

1. Collecting data with regard to the pharmaceutical profession in all countries, and by supplying information on scientific and practical pharmacy.

2. By promoting uniformity in the qualifications required for education and tuition.

3. By studying the laws regulating the pharmaceutical profession.

4. By giving advice and supplying data with regard to the laws relating to pharmacy.

5. By organizing international pharmaceutical congresses.

6. By filing the papers of these international congresses, arranging and working out the subjects there, and studying fresh subjects for treatment.

7. By making arrangements for taking part in congresses of interest to pharmacy and by collaboration with other international societies.

8. By protecting the rights of the pharmaceutical profession.

9. By opposing the sale of secret remedies and the practicing of pharmacy and sale of medicines by unqualified persons.

10. By promoting the prosperity of the national pharmaceutical societies.

11. By promoting uniformity in the form of medicines and methods of analysis.

12. By promoting international harmony regulating the drug trade.

13. By exercising its influence in the event of an international regulation of patents, brands and trademarks.

14. By the publication of papers on subjects of interest to international pharmaceutics.

15. By doing all other things which are conducive to the attainment of the object of Federation.

Druggists are credited with making "large profits," but the term is very misleading, and, as we all know, cannot be borne out in reality when the business as a whole is considered—for although an individual sale of a few cents would shew a large

Southall Bros. & Barclay, Limited

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Manufacturers of

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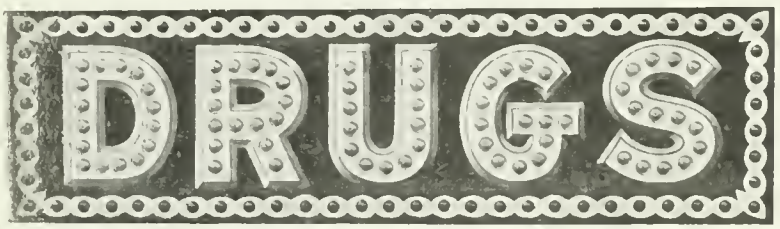

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In Leatherette Case with 2 Scientifically Tested German Steel Blades

Order from Jobber, $3.60 doz.

Special Discount Gross Lots.

If your jobber cannot supply you, write to us.

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percentage over cost, yet on the total sales there cannot, we believe, in any instance be shown to be otherwise than a "fair margin."

It is a matter for serious consideration by druggists whether they are really receiving the profits to which they are entitled, or whether in many instances in making calculations they do not lose sight of several factors which should be considered—and with which quite naturally the general public are not familiar, gnd whether under existing conditions of increasing cost of doing business and of living—there should not be a readjustment of prices and a revision of the selling schedule in order to give a more reasonable compensation for the time, money, and attainments which are involved.

In many cases the same prices exist which were in force twenty years ago, while the expense of doing business has steadily increased, and his living costs at least four times as much as it did a few years ago.

What then is he to do? Is he to struggle on trying to eke out an existence through a temerity to advance prices, or will he tackle the question in such a way as to insure adequate returns.

No doubt the existence of "cut-rate" stores has had much to do with influencing the business policy of the druggist, and has deterred many from advancing prices on many lines where a reasonable profit could be obtained.

Every druggist owes it to himself to make a thorough examination into all the details of his business and to find out exactly where he stands, what his actual profits are and where he may advance prices and obtain "adequate profits" in order to counterbalance the increased outlay, both in cost of living and in carrying on his business.

Jury Disagrees in English Patent Medicine Case.

Much interest was evinced in the trial in London, Eng., of the action brought by Charles Henry Stevens, proprietor of a patent medicine advertised as a cure for consumption, against the British Medical Association for damages on account of statements published by the defendants in a book called "Secret Remedies." In a chapter headed "Consumption Cures," Mr. Stevens asserted, it was imputed that he was a swindler and a quack, who foisted on the public a "remedy" for consumption that he knew to be absolutely worthless.

After a nine days' hearing, during which many doctors testified on both sides, the jury disagreed.

Analysts called for the defence testified that the mixture sold by Mr. Stevens contained a drug known as Krameria, which Mr. Stevens denied, insisting that what the analysts took for Krameria was really a mysterious drug called chijitse root.

The trial was chiefly remarkable for the testimoney of a number of doctors called by Mr. Stevens from all over the country who testified, in some cases most reluctantly, owing to their membership in the British Medical Association, of cures effected after certain of their patients had taken Mr. Steven's mixture.

On the other hand, the defence called a string of notable medicos, including Sir Richard Douglas, the King's physician, who described the cure as utterly worthless.

As they had no hope of agreeing after two hours' consultation, the jury was discharged.

The Sale of Liquid Preparations of Carbolic Acid.

The Privy Council of England has made an order dealing with the sale of all liquid preparations of carbolic acid or its substitutes or where used in disinfectants. In future these articles are to be treated in the same category as the "Poisons" enumerated in the Pharmacy Act. The order is as follows:

Whereas by Section 5 of the Poisons and Pharmacy Act, 1908, it is enacted that:—

"(1) It shall not be lawful to sell any substance to which this section applies by retail, unless the box, bottle, vessel, wrapper, or cover in which the substance is contained is distinctly labelled with the name of the substance and the word 'Poisonous' and with the name and address of the seller of the substance, and unless such other regulations as may be prescribed under this section by Order in Council are complied with; and, if any person sells any such substance otherwise than in accordance with the provisions of this Section or of any Order in Council made thereunder, he shall, on conviction under the Summary Jurisdiction Acts, be liable for each offence to a fine not exceeding five pounds.

"(2) The substances to which this section applies are sulphuric acid, nitric acid, hydrochloric acid, soluble salts of oxalic acid, and such other substances as may for the time being be prescribed by Order in Council under this section."

And whereas it is expedient that all liquid preparations sold as carbolic, or carbolic acid, or carbolic substitutes, or carbolic disinfectant, containing not more than 3 per cent. of phenols, should be prescribed as substances to which the said Section applies.

Now, therefore, His Majesty is pleased, by and with the advice of His Privy Council, to prescribe, and it is hereby prescribed, that as from the 1st day of May, 1913, all liquid preparations sold as carbolic, or carbolic acid, or carbolic substitutes, or carbolic disinfectant, containing not more than three per cent of phenols, shall be substances to which Section 5 of the said recited enactment applies.

Formulary

Dermatological Preparations.

CHRYSAROBIN STICK POMADE.

Chrysarobin	30 Gms.
Lanoline, anhydrous	20 Gms.
Yellow Wax	50 Gms.

RESORCIN STICK POMADE.

Resorcin	15 Gms.
Oil of theobroma	60 gms.
Hard paraffin	10 Gms.
Fixed oil	10 Gms.

UNNA'S ALCOHOL STICK POMADE.

Sodium Stearate	6.0 Gms.
Glycerin	2.5 Gms.
Alcohol	1.5 Gms.

Make into stick.

ACID MERCURIAL LOTION.

Corrosive sublimate	0.2 Gms.
Glacial acetic acid	1.0 Gms.
Tincture of benzoin	5.0 Gms.
Alcohol (94 per cent.)	20.0 Gms.
Distilled Water	70.0 Gms.

SULPHUR LOTION (VIDAL).

Precipitated sulphur	10 Gms.
Spirit of camphor	20 Gms.
Glycerin	5 Gms.
Rose-water	50 Gms.
Distilled water	50 Gms.

STIMULATING LOTION (ST. LOUIS).

Solution of ammonia	40 Gms.
Oil of turpentine	123 Gms.
Spirit of camphor	837 Gms.

COSMETIC LOTION (ROSEE DU HAREM).

Glycerin	80 c.c.
Rose-water	20 c.c.
Cherry-laurel water	200 c.c.

EXFOLIATING LOTION (DARIER).

Pure resorcin	10 Gms.
Precipitated sulphur	10 Gms.
Spirituous sol. soft soap (1 in 5)	40 Gms.

ROSE CREAMS.

1.—French gelatin	4 dr.
Water	5 fl. oz.
Glycerite borax	10 fl. oz.
Rose water	6 fl. oz.

Soak the gelatin in the water over night, and then heat on a water bath until dissolved. Add the glycerite and the rose water, previously mixed with a fluid dram of albumin (white of egg). Heat until the albumin coagulates, and filter while hot through a cotton bag.

2.—Gelatin	1 oz.
Water	24 fl. oz.
Glycerin	12 fl. oz.
Oil rose	10 min.
Thymol	2 grn.
Alcohol	1 fl. dr.

ORANGE FLOWER SKIN FOOD.

White wax	2 ozs.
Spermaceti	2 ozs.
Cocoanut oil	4 ozs.
Wool fat, hydrous	4 ozs.
Sweet almond oil	8 ozs.
Orange flower water	4 ozs.
Tincture of benzoin	12 drops

Melt the wax and spermaceti at a gentle heat, add the oils and wool fat, continue the heat until all are melted, then add the water and tincture and stir vigorously until congealed and of a creamy consistence.

HONEY TOILET LOTION.

Honey	2 drams
Borax	2 drams
Castile soap, white	4 drams
Glycerin	2 ounces
Alcohol	2 ounces
Water, to make	1 pint

Dissolve the soap and borax in the water by the aid of heat, allow to cool, add the other ingredients, let stand for twenty-four hours, then filter.

FORMULA FOR ALMOND MEAL.

Blanched sweet almonds, powdered	100
Blanched bitter almonds powd.	20
Rice starch, powdered	120
Borax, powdered	5
Orris root, powdered	5
Bergamot oil	0.03
Lemon oil	0.10

The oils should be thoroughly incorporated with the powdered orris and this with the starch. The borax should be added next, followed by the two almond powders, and the appearance and quality of the finished product are improved by repeated siftings.

COSMETIC FOR ROUGH AND RED HANDS.

Lanolin	1000 parts
Liquid paraffin	250 parts
Vanillin	1 part

Attar of rose, sufficient to perfume.

Another formula from the same journal is :

Starch	36 parts
Glycerin, saturated with borax	36 parts
Glycerin, pure	140 parts
Water	116 parts
Benzoic acid	4 parts

Add the borax saturated to the pure glycerine, and mix with the water. Add the benzoic acid and starch and heat on the water-bath with constant agitation until a clear, homogeneous fluid is obtained. Remove from the bath, cool down slightly and perfume as desired, using ionone for violet,

The Dr. Miles Medical Co.

OFFERS

TO THE CANADIAN TRADE ITS
WELL KNOWN PREPARATIONS

NERVINE--HEART REMEDY
BLOOD PURIFIER--TONIC
ANTI-PAIN PILLS
NERVE and LIVER PILLS

ALL ARE PRICE PROTECTED.

All are satisfactory, both to the trade and the public.

In stock by all Wholesale Druggists.

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Mentholatum

Is open to you at all times through your Jobber

With 3 doz. Quantity, 1/3 doz. 25¢ **FREE**
" 6 " " 2/3 " " " and 5% Dis.
6 2/3 doz. costs $11.40, sells for $20.00
NET PROFIT $8.60, or 75%
50 CENT. SIZE COUNTS DOUBLE ON QUANTITY

RECOMMEND MENTHOLATUM

AT THIS SEASON FOR

CROUP
COLDS
BURNS
PILES
CHAPPED SKIN
SORE THROAT
CATARRH

The Mentholatum Co., Bridgeburg, Ont.

TWO PREPARATIONS

Which physicians are prescribing

MOYES' CAROPAYA DIGESTANT

MOYES' ALK-LITHINE (HEPATIC SALINE)

Can be Procured Direct from us or Through Your Jobber.

The Moyes Chemical Co.

257-261 Adelaide St. W. TORONTO.

READ

The letter below came to us unsolicited. It is one of many that we receive in the course of a season.

Pharmacie Delisle
A. E. FRANCOEUR, Successeur

March 20th 1917

The F. E. Reed Glass Co
Rochester, N. Y.

Gentlemen.

I am satisfied with the class of glassware and you may rest assured of my future orders. The railway people are not always heard to handle bottles in big large crates, but then time is a wonder for them, and the breakage is reduced to a trifle.

I hope you will continue to serve me then, and I remain.

Yours truly
A. E. Francoeur

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Dr. Kilborn's

INVALID PORT WINE

(No. 2306 Proprietary or Patent Medicine Act)

An Excellent Tonic Alterative and Diuretic. Highly Recommended by Leading Physicians.

RETAIL PRICE $1.00

Price to the trade, $6.00 per dozen.
West of Port Arthur, $7.00 per dozen.

Special Agents

Toronto, - - E. G. West & Co.
Ft. William, - - Gillespie Stores.
North West, - W. C. Ferguson, 268 Stanley St., Winnipeg.
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STAR SEAMLESS Water Bottles

TRIM YOUR WINDOW WITH THE
"Ever Ready Window Display"
Sent free with your Star Water Bottle order.

VENO-STAR WATER BOTTLES are the only strictly seemless ones made. Moulded in one piece—Made of the best obtainable grade of Para Rubber—They are full capacity and fully guaranteed.

Ask Your Jobber or Write us Regarding our Special Offer.

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Absolute Price Protection

is what makes the retail Druggists throughout Canada glad to SELL

Glaxo

(The Food That Builds Bonnie Babies)

and to PUSH it.

We are able to protect you because you buy direct from us.

All Information on Request

Support your principles and send your order for Glaxo to

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Wholesale Agents

354 Main Street WINNIPEG
34 Victoria Street TORONTO

Glaxo turns Customers into Friends!

jasmine, etc.—Dermatologie Wochenschrift, through National Druggist.

ELDER FLOWERS LOTION.

Glycerine	4 ozs.
Elder flower water	4 ozs.
Tincture benzoin	½ dr.
Phenol	10 drops.

Mix.

VIOLET TAN LOTION.

Citric acid	2 drams
Glycerin	6 fl. oz.
Oil orris	½ fl. dr.
Oil bergamot	15 minims
Vanillin	5 grains
Alcohol	1 fl. dr.
Orange flower water, to make	1 pint
Magnesium carbonate	1 dram
Chlorophyl	to color.

Dissolve the vanillin in the alcohol, mix with the oils and triturate with the magnesium carbonate, gradually adding the orange flower water, add chlorophyl and filter; dissolve in the filtrate the citric acid and add the glycerin.

ANTISEPTIC SKIN LOTION.

The following formula makes an excellent application for burns, stings, and all irritations where a cooling, healing, antiseptic lotion is indicated. It is also useful as an after-shave.

Boric acid	2 drachms
Salicylic acid	4 drachms
Zinc sulphocarbolate	30 grains
Menthol	10 grains
Spirit of camphor	2 fl. oz.
Glycerin	4 fl. oz.
Spirit lavender compound	½ fl. oz.

FRECKLE REMOVERS.

1.—Mercuric chloride ..... gr. iv.
Ammonium chloride ..... dr.iiss
Emulsion of bitter almonds ..... oz.ix
Tincture of benzoin ..... mlxxv
M.

2.—Tincture of benzoin ..... mlxxv
Rose water ..... oz.vi
Glycerin ..... oz.iii
Diluted hydrochloric acid ..... dr.iiss
Ammonium chloride ..... dr.iiss
M.

Ammonium chloride	2 drams
Zinc sulphocarbolate	20 grains
Glycerin	2 fl. drs.
Orange flower water	5 fl. ozs.
Elder flower water to	20 fl. ozs.

ANTISEPTIC CREAM.

Phenol	10 grains
Camphor	10 grains
Anhydrous wool fat	4 drams
Soft paraffin	12 drams
Oil theobroma	2 drams

Melt the theobroma and lanolin, and when cooling, but still transparent, add the camphor and phenol which have been previously liquified by rubbing together.

ROYAL EAU-DE-COLOGNE.

Oil lemon	50 oz.
Oil bergamot	50 oz.
Oil Neroli Bigarade	10 oz.
Oil English lavender	10 oz.
Oil Rosemary	3 oz.
Alcohol	3000 oz.

Mix, age and filter.

CHEAP COLOGNE.

Oil lemon	15 oz.
Oil bergamot	10 oz
Oil Neroli Bigarade	5 oz.
Oil Lavender	3 oz.
Oil Rosemary	1 oz.
Alcohol	1000 oz
Distilled Water	1000 oz.

Mix, age and filter.

GERMAN COLOGNE.

Oil Bergamot	1 oz.
Oil lemon	1 oz.
Oil Neroli Synthetic	2 dr.
Oil Sandalwood	4 dr.
Camphor	20 grn.
Rose Water	16 oz.
Alcohol, to make	1 gal.

Mix, age and filter.

LILY OF THE VALLEY EXTRACT.

Cassia extract	50 parts
Violet extract	70 parts
German rose extract	360 parts
Jasmin oil (Schimmel)	8 parts
Linaloe oil	15 parts
Iris oil	1 part
Ylang-ylang oil	1.5 parts
Spirit	194 parts

Mix.

SHAMPOO-WATER.

Water	540 parts
Quillaia tincture	110 parts
Ammonium carbonate	25 parts
Capsicum tincture	3 parts
Bay rum	220 parts
Glycerin	75 parts
Borax	25 parts
Rosemary oil	1 part
Lavender oil	1 part

Mix.

HAIR TONIC.

Tincture of krameria	½ part
Tincture of cantharides	3 parts
Tincture of jaborandi	3 parts
Cologne water	4 parts
Glycerite of borax	10 parts
Bay rum	18 parts
Rose water, enough to make	100 parts

Select Committee on Patent Medicines.

The Select Committee appointed by the House of Commons to inquire into the sale of patent and proprietary medicines and medical preparations and appliances, and advertisements relating thereto, met on October 24th, when some of the American methods of advertising came in for severe criticism.

The "Fat Quacks" and "Beauty Doctors" were also severely scored.

Mr. Paternoster spoke at length on the so-called alcohol cures. The most notable of these, he said, was that of Mr. Edward J. Woods, the name being identical with that of a quack hair-producing business running now in New York under the name of Kosto. He did not know as a matter of fact that the business is registered as a limited company. The real man b hind the business is named Skinner, an American, who had originally come to this country under the name of Scott and had started a concern called Simon's Drug stores, and sold a cure-all. That business having come to grief through failing to fulfil obligations to prizewinners Scott was made bankrupt and went to Germany, where he had started a variety of quack medicines. The attention of the Berlin police was attracted to him, and he was arrested and charged with fraud. On being released on bail of $25,000 he forfeited that and returned to America. In New York he had become connected with a deaf cure known as Konta, which was advertised in the British Press, and with Edward J. Wood's alcohol and tobacco cures. One of the particular claims made on behalf of this drunkenness cure was that it could be used to drug people without their knowledge. It consisted of sugar of milk and tartar emetic. He had dispensed this poison broadcast all over the country without any attempt being made to stop him, although it was a scheduled poison. Witness was unable to say what would be the effect of taking more than a grain and a half of tartar emetic per day, but Dr. Chapple told the Committee that it would probably produce sickness and diarrhoea.

Another well-known alcohol "quack," now dead, was A. O. Pointing. Witness said he considered the history of this man very instructive as showing the enormous amount of money that could be made out of sheer quackery. When he first came under the notice of "Truth" he was carrying on a servants' registry office in the Strand. It was more or less a fraudulent concern. The office was exposed in "Truth," and shortly afterwards it was closed. Then Pointing advertised a device for increasing the height—it was nothing more than two small pieces of cork which were to be put in the shoes. He was prosecuted in connection with that, but witness thought he escaped conviction. Pointing next advertised an alcohol cure under the name of "Antidipso," from an address in Regent Street. There was nothing in it but sugar-of-milk, but Pointing made a lot of money, and when he died he left $400,000. All round, Pointing could not have spent less than $100,000 a year on advertising some half-a-dozen remedies. The speaker next dealt with the "Fat Quacks" and "Beauty Doctors." One of the earliest "fat" cures in this country was that of "Dr." Turner. There had been one large English concern advertising a fat-cure. It was carried on under the name of Nelson Lloyd. It was started by an advertising agent named Barry, who secured as his specialist Dr. Hart, a qualified medical man, who was not on the register. Dr. Hart had been connected with a variety of fat-and-lean cures, for after Nelson Lloyd's had been more or less played out, he had joined hands with Mr. Alfred John Warner, who was at one time a medical student, but failing to pass his examination became a chemist's assistant. They had started a lean-cure under the name of Gordon Wallace, but that had not been successful financially, for there was apparently not so much money in making lean people fat as in making fat people lean.

Mr. Paternoster then turned to the consideration of electric bel s. He mentioned Dr. McLoughten's and the high prices obtained for it. Then he said that in connection with diseases of the eye there seemed to have been hitherto comparatively few advertisements, and those which were noted came entirely from America. One of the most interesting of the advertisements related to an instrument called "An Ideal Sight Restorer," which was described as "a sort of gymnasium for the eye." At the end of last year Mr. John Leverson opened an office in New Oxford Stre t and started an advertising campaign. His advertisement was headed "Wonderful Eyesight Discovery." He describ d himself as a famous specialist and claimed to have discovered a new treatment which would enable those who wor spectacles to discard their glasses. Dr. Lindsay Johnson said there were 23,000,000 people in England re quiring glasses, and Leverson undertook to render the use of them unnecessary. No mat er what the source of the eye trouble was, he was ready to cure it. His charge was $3.00.

A "Rexall" advertisement was handed in as a sample of American advertising. The speaker pointed out that ther is a tendency in the United States to advertise remedies which will cure practically everything from a cancer to a wooden leg.

Kent-McClain Again.

Mr. W. H. Gillespie has opened another store in Fort William, the outfit being supplied by Kent-McClain, Limited (Toronto Show Case Co.). It is in mahogany, and makes a very fine appearance indeed.

RED
Seamless Water Bottle

This bottle is absolutely **seamless**, not even having a seam at the neck. **Cannot possibly leak unless punctured.** Made of ALL RUBBER. If your wholesaler will not supply you, order direct.

Price $12 per dozen.

Miller Rubber Co. Limited

86 Spadina Ave., Toronto

RELIABLE

WILLIAM MATHER, LIMITED
MANCHESTER

Manufacturers of Up-to-date Surgical and Pharmaceutical Plaisters of every variety

India-Rubber Combination Plaisters

Strengthening Capsicum and Belladonna of guaranteed B. P. and B. P. C. Strengths.

Surgeons' Rubber Adhesive on Metal Spools
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} Equal to any in the Trade

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"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin. Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

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MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

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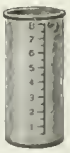
Breast



Cell

To the Druggists of Canada

We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Ball-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing. We are making a special offer on the Ball-cup nipple until the 1st of January, 1912. Write us for prices.

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International Pharmaceutical Federation.

MEETING AT THE HAGUE.

A number of members of the International Pharmaceutical Federation assembled at The Hague on September 24, in order to take part in a series of meetings. The first meeting was held on September 24, at the Hotel Victoria, and among those who had been invited to meet the members were the representatives of the Government, Prof. Dr. L. van Itallie, the Mayor of The Hague, the Chief Inspector of Public Health (Dr. W.P. Ruijsch), the Director of the International Office (Dr. P.H. Eijkman), the secretary of the International Office for Medical Congresses (Dr. van der Haer), the Board of the Dutch Pharmaceutical Society, and The Hague section of that body. In the absence of the President (Mr. H.L.Q. van Ledden Hulsebosch), the chair was taken by the Vice-President (Mr. R. Schoepp), who welcomed the visitors.

In a brief speech, the Mayor of The Hague said he highly appreciated the fact that The Hague had been chosen as the headquarters of the Federation. The French delegate (Mr. Houliets) suitably replied on behalf of the foreign delegates. Subsequently a pleasant evening was spent, and on the following morning the guests made a trip to Leiden for the purpose of visiting the pharmaceutical institute of Prof. Dr. L. van Itallie, returning to The Hague at noon, when a special meeting took place.

There were present Prof. Dr. L. van Itallie, Leiden, delegate of the Dutch Government; Mr. M. Schoepp, Maastricht, Vice-President of the Organizing Committee; Mr. I. J. Hofman, The Hague, General Secretary; Dr. J. F. Suijver, Amsterdam, Mr J Dumen, The Hague, Vice President at The Hague Section of the Dutch Pharmaceutical Society; Mr. G.R. ten Burg, The Hague, Director of the Society of Pharmaceutical Officers of the Army and Navy; Mr. Oscar van Schoor, Antwerp, Secretary of the Organizing Committee; Mr. V. Haazen, Antwerp, President of the Nationale Pharmaceutique; Dr. A. Schamelhout, General Secretary of the tenth Congress of Pharmacy, at Brussels; Dr. A. Martin, Mons, Director of the Nationale Pharmaceutique; Mr. L. Mouliets, La Teste de Buch, delegate of the Association Generale des Syndicate Pharmaceutiques de France; Mr. Edmund White, London, Vice President of the Pharmaceutical Society of Great Britain; Mr. H. J. Moller, Copenhagen, Vice President of the Denmarks Apotheker forening; Prof. Dr. L. Thoms, Berlin, President of the Deutsche Pharmazeutische Gesellschaft and delegate of the Deutsche Apothekerverein and the Oesterreichische Pharmazeutische Gesellschaft; Mr. W. Hoffman, Aachen, Vice President of the Verband Deutscher Apotheker—the latter being a guest.

The delegates were presented to His Excellency, the Secretary for The Home Department, Mr. Th. Heemskerk, who attended the meeting. The following were unavoidably absent: The President, Mr. M.L.Q. van Ledden Hulsebosch; Dr. H. Salzmann, Berlin; Mr. F. Daminet, Brussels; Dr. H. Heger, Vienna; Mr. D. Blumenthal, St. Petersburg; Mr. A. Blomquist, Stockholm; Mr. Jules de Muzsa, Budapest; Mr. D. Nicolau, Bucharest; Mr. Macario Blasy Manada, Madrid; Mr. F. Ferrein, Moscow; Mr. L. G. Toraude, Asnieres; Mr. A. Cuerell, Morges; Mr. O. de Koritsansky, Budapest.

A number of telegrams and letters of congratulation were received from several European countries.

The Vice President (Mr. R. Schoepp, Maastricht) welcomed, the delegated, and proposed that a telegram should be sent to H.M. the Queen of Holland, The Home Secretary then addressed the meeting, expressing gratification that the International Federation had been established in the Netherlands.

SECRETARY'S REPORT.

The general Secretary, (Mr. J. J. Hofman, The Hague), then read a report relating to the work which had been done preceding the meeting, which will in due course be published as a brochure. He mentioned that the Dutch Government had given not only its financial support, but had also procured all the diplomatic information which was required for this brochure, which contains the rules and regulations of the Federation in French, German, English, Dutch, Hungarian, Italian, Spanish, and Esperanto; the votes of the Congress at Brussels, a report of the meeting held in 1911, and would contain the votes of that meeting. It contained also a list of pharmaceutical societies in different countries, and a list of pharmaceutical periodicals published in those countries. The twenty national societies which were members of the Federation represented a number of 26,350 pharmacists. To secure the membership of small societies, it would be advisable to make the entrance to the Federation less difficult for these societies. Membership of the Federation for these societies, for editors of pharmaceutical journals, and other persons interested in the Federation was already possible by nomination as associates, of whom there were already twelve regularly, in answer to a circular, forty-two periodicals from different countries and also different books and papers, reports of congresses, and the nucleus of an international library on pharmacy.

After Mr. Haazen had expressed his thanks to the Provisional Committee for all the work that had been done, and had expressed the hope that the Federation would apply the motto of the Dutch Government, "Je maintiendrai," Mr. Schoepp opened the meeting.

ELECTION OF OFFICERS

The Board was then elected as follows:—Presi-

dent, Dr. L. van Itallie, Ph.D. (Professor in Pharmacy at the University of Leiden) : Vice Presidents Dr. H. Martin, Paris ; Mr. Edmund White, London; Mr. H. Salzmann, Berlin ; Mr. V. Haazen, Antwerp ; General Secretary, Mr. J. J. Hofman, The Hague ; Assistant Secretaries, Dr. A. Schamelhout, Brussels, and Mr. H. J. Moller, Copenhagen. Mr. Schoepp having wished the new Board much success; Dr. L. van Itallie took the chair. The new President thanked the Provisional Committee for the manner in which it had achieved its work, and especially the President and Secretary, Mr. M.L.Q. van Ledden Hulsebosch and Mr. J. J. Hofman, for their valuable preliminary work.

As the hour was advanced, the meeting adjourned till the following day, and the members were invited to a dinner in the restaurant des Deux Villes, at which the Home Secretary, Mr. Heemskerk, was present. Many toasts were proposed and honored. Mr. Schoepp proposed a toast to the Queen, who sent next morning an acknowledgement to the Committee. The Minister congratulated the Committee on its success, and stated that the Dutch Government had nominated Mr. van Ledden Hulsebosch, President of the Provincial Committee, an officer of the Order of Oranje Nassau.

On Thursday morning, September 26, the meeting was resumed, and the proposals of the delegates of France, Denmark and Sweden were discussed.

THE QUESTION OF SUBSCRIPTIONS

Mr. Mouliets said that he had originally opposed the admission of associates on the ground that he feared that the Federation would obtain an individual character in this way. He has since learned that the admission of these associates would not have such influence on the objects of the Federation, because the associates had no vote, and he would, therefore, agree to the admission of these associates, but proposed that before they were nominated by the Central Committee the advice should be asked of the members of the National Central Committees, and that they should not be admitted if those committees opposed the admission.

Mr. Mouliets then proceeded to explain the reason of the opposition of the Association Generale to the large contribution of societies numerically strong. The proposal of the Association was to reduce the contribution in the following manner :—For societies with less than 500 members, 100 frs.; for societies with 500 to 1500 members, 200 frs.; for societies with 1500 members to 3000 members, 300 frs.; for societies with 3000 to 5000 members, 400 frs.; for societies with more than 5000 members, 500 frs.; and to lower the number of delegates in proportion. He believed that the advantages to the larger societies would not be so much more in proportion to the smaller societies, and that the Federation would not entail much more expenses in respect of the larger societies than for the smaller ones. Moreover, these larger societies were put to a greater cost in paying for the travelling expenses of their delegates to meetings.

Mr. Edmund White, the delegate from Great Britain, supported Mr. Mouliets. On the other hand, the delegate from the German Societies, Dr. Salzmann, as well as Prof. Thoms, expressed the opinion that for the larger societies it was easier to pay a contribution according to the number of their members than for the small societies, and, further, they feared that the influence of the larger societies would become subordinate to the influence of the small societies in their right to appoint delegates in the Central Committee was decreased. Mr. Mouliets proposed to reduce the contribution of the larger societies in 1913, and agreed that for the year 1912 the contribution as fixed by the Provincial Committee should be adopted. Mr. Martin said that it was advisable to have a budget of the expenses of the Federation, and it was proposed to treat this subject at the next meeting, and in the meantime to adopt the rates of contribution as fixed.

The delegates from Denmark and France proposed that a definition should be drawn up of the societies which could be admitted as ordinary members. They were of opinion that only the societies which represent the pharmaceutical profession in their country in the widest sense should be admitted as ordinary members.

Mr. Hofman, the representative of the Verband Deutscher Apotheker, who attended the meeting as a guest, communicated that his society had as members 20 per cent proprietors of pharmacies and 80 per cent. pharmacists, who exercised the profession as assistants, etc. All these members have passed their Major Examination ; there was no difference in education and tuition, and in many things their aim was the same—namely, promotion of pharmacy. The Verband also wished to promote the prosperity of the Federation by becoming an ordinary member.

Prof. Thoms replied that he was also of the opinion that they must get a definition in the rules for admission of the national societies, and proposed that in the first place the advice of the nationale members of the Central Committee decided as to the admission of a new national society. When there was a society which wished to be admitted to the Federation, if that society was in a country that was not yet represented on the Central Committee, the Board of the Federation had to obtain information about the object and other particulars of such society.

As to the proposition of the delegate of Apothekare Societeten at Stockholm to call the general meetings of the Federation in the month of August,

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it was decided to accept as a general rule that the general meeting will be held in July, August or September.

PLACE OF NEXT MEETING.

Dr. Schamelhout invited the Federation in the name of the Belgian societies to hold the next meeting at Ghent, and to organize this meeting so that it would be held immediately before or after the eleventh International Congress of Pharmacy, 1913, at The Hague, Scheveningen. It was decided that a date for the meeting at Ghent should be fixed.

Mr. Haazen and Mr. Moulicts proposed that admission of the associates should be encouraged. The Societe de Pharmacie d'Anvers and the Confederation as associates, and they hoped that this cisti de'Italia had already sought admission to the Federation as associates, as they hoped that this would be followed by other societies.

INTERNATIONAL PRESS AGENCY.

The General Secretary brought forward the suggestion to establish an international press agency. If the Federation nominated its corresponding members in the different countries, those members could send monthly reports of all facts relating to pharmacy to the Board, and then this collection of facts could be sent monthly from the office to the editors to consider what facts of international interest would be desired. The members of this international press office would be the editors of the papers who are associates, and who send their periodicals to the Board of the Federation. This proposal was supported by Prof. Thoms, and will be considered by the Board.

PHARMACEUTICAL NOMENCLATURE.

From Mr. Caswell A. Mayo was received a letter in which he brought to the notice of the Board the decisions of the Pharmaceutical Section of the Congress of Applied Chemistry, and submitted the following resolution based thereon :

"Whereas there is a notable lack of uniformity in the nomenclature adopted by the several pharmacopoeias throughout the world, and

"Whereas the multiplication of extra Pharmacopoeial titles of medicinal substances continues with increasing rapidly, and

"Whereas many of these titles simulate either in spelling or sound the titles of wholly dissimilar substances, and

"Whereas such similarity is a constant menace to the safety of the public, tending to cause errors in dispensing, therefore be it

"Resolved by the International Pharmaceutical Federation that steps should be taken to bring about the establishment of an International Committee on Pharmaceutical Nomenclature, with a view to the adoption of a uniform Pharmacopoeial nomenclature throughout the world, and to prevent, as far as possible, the adoption of titles of similar sound or spelling for medicinal substances, whether of a proprietary character or not. And be it further

"Resolved that the President of the Federation appoint a committee of five members, whose duty it shall be to bring these regulations before the various national pharmaceutical organizations throughout the world and invite these bodies to appoint similar committees to confer with this International Commission on Pharmaceutical Nomenclature."

This communication was referred to the General Committee.

After votes of thanks the meeting adjourned.

In the afternoon the members assembled at a farewell lunch in the Hotel Victoria.

A Word to Mothers.

The Mayor and Mayoress of Holborn are to be congratulated upon the successful Baby Show they recently instituted. All will agree that it is upon the younger generation that the future depends, and that we of the present have a great duty towards posterity. Too much stress cannot be laid upon the all-importance of infant feeding. If this is successful, and the food it takes suits the child, much good spade work has been done for the future, and excellent foundations of health laid. In spite of what extreme modernists say and think, there is nothing to equal the natural feeding of infants ; no artificial substitute can compare with this. Some mothers are only too willing to perform this duty, but are totally unable through physical reasons to do so. For these there is hope, as all who read a short article recently written in the Lancet will agree.

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It is seldom that so eminent a journal as our medical contemporary commits itself to such definite statements as these, and we would suggest to our lady readers that they experiment for themselves with an article so highly commended.

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Medico-Pharmaceutical Ethics.*

Julius M. Rogoff, Ph. G., M.D.

As I claim allegiance to the profession of pharmacy, as well as to the medical profession, I am tempted to offer to the members of each profession an apology for being a member of the other.

The relations between these two professions, which are traditionally misbranded as the "allied professions," are so strained, that being a member of both, makes one feel quite grieved to know that one-half is so strongly antagonizing the other half of "himself."

The question of "alienation of relation" between physicians and pharmacists has received some space for comment in the medical and pharmaceutical journals from time to time, but there has been very little accomplished in a way of remedying the condition; in fact, there is a tendency toward antagonism between the members of these professions, and since the ignorant and unsuspecting public is the ultimate sufferer through this state of affairs, the ethics of both the medical and pharmaceutical societies are strongly called upon to correct this evil which affects those who intrust us with the guardianship of their health and lives.

The patent medicine "evil," which is rightly termed an evil, is greatly responsible for this condition between doctors and druggists, for in the extensive advertising campaigns of patent medicine manufacturers, and in muzzling the press through their advertising patronage, the public is constantly misled by the claims of the advertisers, hence the druggist is compelled to recommend to his patrons, remedies of reputable worth to replace these worthless "dopes" forced upon the public through advertised lies and false testimonials. This of course, is counter prescribing which is antagonistic to the doctor, but, however, it is much more welcome than the sale of advertised fakes.

The practices of dispensing by physicians and prescribing of patent and proprietary articles, appear to be the strongest grievance of the pharmacist against the doctor, who on the other hand complains of the practices of substitution and counter prescribing by pharmacists.

The doctor who prescribes or dispenses a preparation the composition of which he is not familiar with, exhibits prima facia evidence of his ignorance an incompetency. There are, of course, proprietary preparations which have been therapeutically effective, and in these the active principles are known and the manufacturer is entitled to the credit for producing a palatable and asorbable preparation. When such remedies can be compounded satisfactorily by a pharmacist, I am sure that any reputable doctor will prefer to prescribe that druggist's make rather than an advertised article, and the druggists are taking the right step in educating the physicians to prescribe N.F. preparations in place of proprietaries.

A most abominable practice among doctors is that of dispensing. We must at once exclude under this head the country doctor who is practicing under difficulties and is usually miles away from a competent pharmacist. He must resort to dispensing. But we cannot help but scorn the "pill peddler," who finds it more profitable to add 25 cents to his fee by dispensing his pills, and in most cases a man in this class knowns nothing of the combination of his "dope" other than that the manufacturer has labeled it "fever tablet," "cough tablet," typhoid, influenza or what-not pill. Such doctors will be found in the same class as similar druggists who find it profitable to divide the profits on prescriptions on a percentage or other basis. We can term them "grafters."

Excluding the grafters, we will find a class of doctors who lack a good knowledge of materia medica, pharmacology and therapeutics, and are therefore inclined to dispense or prescribe drugs on the recommendations found in the literature furnished by the manufacturers. This class of men we may hope will be extinct in another generation for the advancement of medical education and the more thorough regulation of medical colleges are bringing forth more thoroughly educated men into the profession.

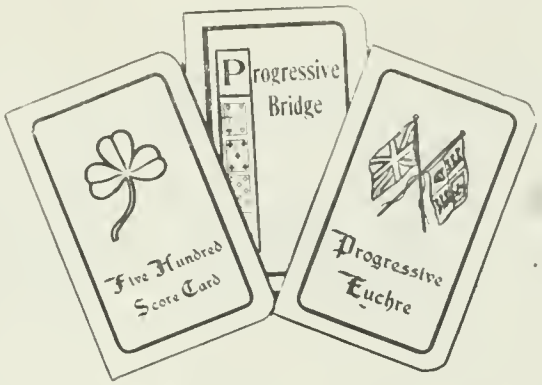
The ethical physician who dispenses is usually forced to do so through a lack of confidence in pharmacists who have proven themselves unworthy of his faith by substituting. This leads us to consideration of some of the abominable practices among pharmacists.

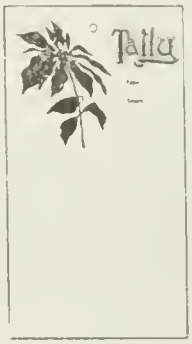
The willful substitutor requires no comment other than to place him in the class with the grafters.

The counter prescriber is in my opinion as equally guilty of criminal negligence as the substitutor or the patent medicine quack. There is no ethical principle that would permit a pharmacist to recommend a remedy for the treatment of any ailment. The only scope of such procedure that might not be harmful is the recommendation of a corn or toothache remedy or a liniment or a plaster for a sprain. There are a few other slight conditions that need no mention, such as hair tonics, remedies for chapped hands, etc. But all internal medication is extremely dangerous in the hands of the pharmacist. I shall take the liberty of demonstrating this claim by an incident which occurred in my practice.

A lady called at a drug store and asked the druggist to give her a remedy for cramps, stating that her son had upset his stomach. She was given ten cents worth of Squibbs mixt. and was assured that it would relieve the cramps. She returned the following day highly recommending the remedy and

*Read before the O.S.P.A., July, 1912.





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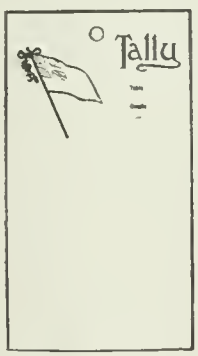

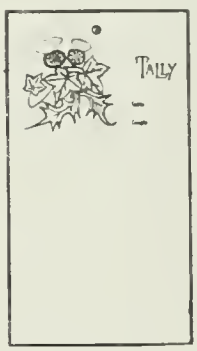

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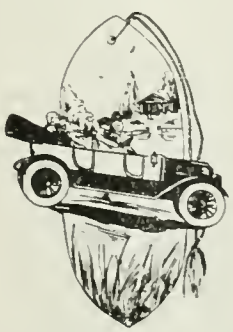
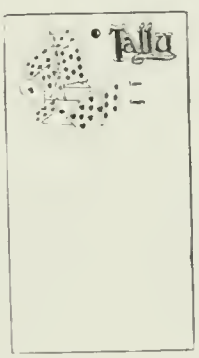




asked for ten cents worth more, "and a little stronger," as the cramps had been relieved but had returned. The druggist gave it to her and it relieved the pain. Yes, it relieved the pain and masked the most pathognomonic symptom, for the boy was having an attack of appendicitis and the appendix had ruptured. When I was called upon to operate the case I found that the young man had been having general septic peritonitis for over four days and was almost pulseless. He died! His life was sacrificed for the twenty cents which this unscrupulous druggist added to his fortune, for if he had refused to counter prescribe the opiate and had recommended the mother to a physician, a timely operation would surely have saved his life.

A most dishonest practice among druggists is the treatment of venereal diseases. These diseases which have resisted the combat against them for ages, and are still partly unconquered by the most recent valuable developments in medical progress; these dreaded venereal diseases, which are the curse of society, we find druggists who are dishonest enough to attempt to treat and I must say, with disastrous results. I may mention in connection with this topic the fact that a supposedly ethical manufacturing pharmaceutical concern is guilty of this malpractice by placing in their line which they furnish to druggists, a preparation for treating these venereal diseases, for indeed, I have seen as many cases of venereal complications resulting from the use of their combination as I have from any other misguided treatment.

The only excuse that the pharmacist can offer for counter prescribing is the fact that physicians dispense and that is as logical as running a gambling room and selling whiskey and offering as an excuse the fact that legitimate business is dull.

Like the old story of the chicken that laid the egg which became a chicken, etc., the druggist claims that the physician forces him to counter prescribe and the physician in turn claims that the druggist compels him to dispense, etc. Where can we find the answer to this problem?

It is my purpose in this paper to offer a few suggestions to remedy this condition. The evolution of pharmacy has incorporated into the profession a spirit of commercialism at a sacrifice of the professional spirit. Competition has compelled the druggist to commercialize and like the medical profession, many are commercializing their moral principles rather than their knowledge.

The druggist cannot expect to compound the number of prescriptions that our forefathers did, for the days when the doctors prescribed infusions, decoctions, pills, mixtures, etc., are gradually disappearing. The evolution of the medical science is producing new forms of treatment for diseases and the progress of bacteriology has revolutionized the drug business by the advent of serums and vaccines.

The time is near when treatment will be directed from a standpoint of prophylaxis, anti-toxic (vaccine and serum) and surgical interference. This means that pharmacists must fall in line with medical progress, and there is no reason why a thorough course in bacteriology should not be made a part of a complete pharmaceutical education. This would give the pharmacist a field in the preparation of autogenous vaccines which would be fully as remunerative as his department ever was.

A pharmacist with proper professional training should also be competent to make analysis of urine, milk, water, gastric contents, sputum and other matters which would be a valuable source of income and would also bring him in closer touch with the doctor. This means higher education for the pharmacist, and there is where pharmacy has not progressed as rapidly as medicine, and this is greatly to blame for the strained relations existing between the allied professions.

Higher education also would mean fewer and more competent pharmacists, and the natural result would be less and more ethical competition among men of higher efficiency and moral integrity. In conclusion I would suggest:

1. Rigid co-operative work by representatives from the organizations of both professions.
2. The adoption of a code of medico-pharmaceutical ethics.
3. The adoption by this organization of a code of pharmaceutical ethics.
4. The recommendation for more stringent legislation preventing the unscrupulous practice of either profession by unqualified members of the other.
5. Legislation governing and preventing the promiscuous manufacture and sale of medicines known as "patent" or "proprietary remedies."

There are members of the allied professions who uphold the dignity and honor of their professions and with whom we may be proud to associate. These men can be found actively engaged in association work, and most of them are unselfishly laboring to remedy the conditions that exist, and bring their professions up to an ethical standard. It is therefore, the duties of both the medical and pharmaceutical societies to join forces in this work.

A GERMAN IDEA.

Colonel MacLean, writing from Carlsbad, Germany, mentions that nearly all the plate glass windows there, and many of them are of enormous size, are on hinges, and so can be got at from the front as well as from the inside. This is specially serviceable where the stock is large and varied and the space valuable and therefore narrow, also where business is being done with passersby.—Ex.

UNFERMENTED

WINES FOR XMAS

PURE BRAND

Are the Best that Money Can Buy

BECAUSE-- We use the best fruit that can be obtained.
We have every facility for making them good.
We insist on cleanliness in making them.
We put quality first.
We make an assortment to suit every taste.
We have many years of experience behind them.

All Sterling Brands

Black-Berry, Black-Cherry, Claret, Ginger, Grape, Orange, Port, Red-Cherry, Raspberry, Sherry, Strawberry, and Tokay.

——Write for Our Price List——

THE T. A. LYTLE CO. LIMITED

STERLING ROAD - - - - - TORONTO, ONT.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

Something Due. Watch it Coming.

Editor Canadian Druggist,
Toronto, Ontario.

In the Toronto daily papers you quite frequently see retail druggists advertising for sale the different makes of Invalid Port Wines. When did the law permit retail druggists to sell port wines, granting they are flavored with a little quinine or cascara and disguised under the names of Invalid Port Wines. The manufacturers of these preparations take great pains to explain to the druggist that in as much as these wines are registered in Ottawa under the Proprietary and Patent Medicine Act, they are patent medicines. As for their percentage of alcohol, well they are registered in Toronto under the Patent Medicine Act of Ontario. So they can be legally sold by druggists. But what does the chief officer of the License Branch of Toronto say: If these preparations called Invalid Port Wines contain more alcohol than is necessary to hold the medicinal constituents in solution or to prevent fermentation, then they are not protected from prosecution, either by registration under the Patent Medicine Act of Ontario or by the Dominion Act. Do they contain more alcohol than is necessary for the purpose? "Just analyse a little of it and see" before you offer for sale any of these preparations.

A RETAIL DRUGGIST.

Detection of Turmeric in Powdered Rhubarb.

Richter (Apoth. Zeit. through Phr. Jrn.) proposes the following method for the detection of turmeric in powdered rhubarb. With 0.1 gramme of the sample mix 5 drops of a solution of boric acid (1 in 30) acidified with hydrochloric acid, spread the mixture on a watch-glass, and dry it on a water-bath; when dry rub to fine powder and mount a little of it in liquid paraffin. On then examining it with the microscope, the red-colored particles of turmeric show up plainly in contrast with the yellow rhubarb. Paraffin is to be preferred to water, glycerin, or chloral solution for mounting, as these dissolve some of the red color.

The Victorian (Australia) Optical Association is considering a bill to regulate the practice of sight testing opticians with a view of its early introduction to Parliament.

Obituary.

DRUGGIST DIES SUDDENLY.

The death of Mr. C. R. Goulden, a prominent Montreal druggist, occurred suddenly at the General Hospital on Monday, Nov. 18.

Mr. Goulden had been undergoing treatment at Battle Creek, Mich., and was returning home on Friday, when his illness became so serious that he was compelled to stop over at Toronto. Walking from the station to the Prince George hotel, he was so exhausted that he was unable to register, and the clerk called in Dr. Mabee, of 236 Sherbourne street, who advised the removal of Mr. Goulden to the hospital, and consulted with Dr. J. T. Fotheringham, of Wellesley street as to his treatment. The condition of the patient was so low, however, that it was impossible to do a great deal for him, and he sank gradually until Monday, when he died. He was about 49 years of age.

JOHN A. M'KEE DEAD.

After only 12 hours' illness, Mr. John A. McKee, President and Manager of the Dodds Medicine Company, Limited, died at his home, 53 Walmer road Toronto, about eleven o'clock on Nov. Dr. A. J. Harrington was in attendance.

Mr. McKee was also President of the Western Steamship Company, and was identified with other important business interests in the country.

Deceased was a member of several Toronto clubs, and fraternally was a Freemason, having attained the degree of mystic shriner. His widow, four daughters and one son survive.

Get the customers into your store once, and then treat them so that they will want to come again. There is more to business than just making the first sale.

MADE IN CANADA
Caustic Soda 75-76-77%
Bleaching Powder 35-37%
WINDSOR BRAND
The Canadian Salt Co., Limited
WINDSOR - ONTARIO
THE NICHOLS CHEMICAL CO., Limited
(Selling Agents for Canada)

Get This Barber-Ellis $10 Xmas Assortment

Stationery has always been and always will be a favorite Christmas gift. Barber-Ellis stationery has established a reputation for quality, correct style and fine appearance that is equalled by no other stationery in Canada. Just figure this profit for yourself. The $10 assortment contains:

10	boxes	No 614	sold to you at	7c,	retail	15c,	profit	80c.
6	"	560	" "	12½c,	"	25c,	"	75c.
6	"	531	" "	16¾c,	"	30c,	"	91½c.
6	"	527	" "	18¾c,	"	35c,	"	97½c.
3	"	601	" "	25c,	"	50c,	"	75c.
3	"	593	" "	45c,	"	75c,	"	90c.
3	boxes	No. 508	sold to you at	45c,	retail	75c,	profit	90c
1	"	539	" "	75c,	"	$1.25,	"	50c
6	"	524	" "	18¾c,	"	35c,	"	97½c
6	"	622	" "	16¾c,	"	30c,	"	91½c
6	"	565	" "	12½c,	"	25c,	"	75c

TOTAL PROFIT - - - - $9.13

Here Is a Clear, Quick Profit of 90 per cent.

We can give you immediate delivery upon this and if you wish can give you a larger assortment including many new boxes with beautiful, artistic covers. But the important thing is to get your order in today. We have only made up a limited supply and we expect a quick sale of the entire lot.

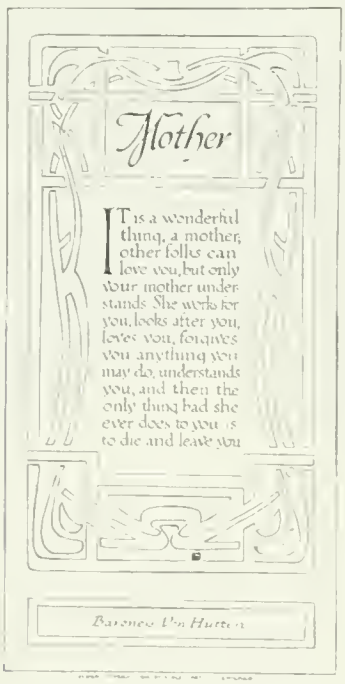
Use the Coupon Now

Barber-Ellis Limited, Toronto, Ont.
We enclose $10 for which please send us immediately your $10 Christmas assortment.
Name .....
St. & No .....
City ..... Prov. ...

Fancy Goods and Stationery

Christmas Novelties.

Either the druggists have sent in their orders earlier this year than in previous years, or else the wholesalers have held themselves in readiness for shipping the Xmas stock earlier. There is a very marked improvement in this respect. Hair brushes, shaving outfits, fancy boxes of chocolates, hand mirrors and many other lines are already in the show cases and on the counter for exhibition. In previous years many druggists in various towns throughout the province of Ontario were kept waiting as late as the 15th or 20th of December, thus making the sales much harder, and besides giving the druggist a considerable amount of worry which he can well afford to be without at Christmas time.



The accompanying illustrations are samples of the Suteliffe Company, Toronto. These lines are now having a tremendous sale throughout Canada. This Company has in stock a very fine line of Valentine and Easter Postals.

Striped Dimity.

Just now, when interest is centered on the holiday season, dealers should see that their fine stationery stock includes "Striped Dimity," which Buntin, Gillies & Co., Hamilton, have recently put on the market. "Striped" is a new finish in the ever popular Dimity stationery, and bids fair to become as popular as any of its predecessors. The surface of the paper contains watermarked lines, which in the note paper form a guide for writing, and in the envelope appear as a diagonal stripe which gives a certain individuality to the stationery.

Sell More Christmas Cards.

As a means of increasing the number of Christmas cards sold to each customer, manufacturers have adopted the scheme of putting up assortments with envelopes, in artistic boxes, all the cards being different but sufficiently similar to make all of them likely to suit the individual taste. In introducing them the salesman can point out that they are all good subjects, selected with the idea of easing the problem of the customer, saving time and worry in searching around for suitable cards. What will especially appeal to the dealer in this connection will be the aggregate saving of time in waiting on customers, and that more customers can be waited upon. This is an important consideration when the rush nature of holiday shopping is considered. In addition to that, it will result in a greater total of sales and consequently in increased net profits. Consequently this new dealer's help is one that will appeal to the trade.—Bookseller & Stationer.

A Slow Freight Service.

A druggist complained to us the other day that he has been kept ten days waiting for an order of perishable goods which he had sent to an Ontario wholesale house. Surely it does not take ten days to deliver goods only a few hours' journey. When asked for an explanation of this, the druggist in question said that it was not the fault of the wholesale house, as they were a first-class firm, and had every facility for shipping their goods. "It is up to the railway people, said the druggist."

Is it not time that something was done with the freight question? It is out of all reason for a man, be he a druggist, butcher, or builder, to wait eight or ten days for his goods when they should be delivered in at least three days from date of order.

Then the matter should be looked at from another viewpoint. Suppose the goods are perishable, or if not altogether perishable, are none the better for ten days on the railway? Are these goods then worth the same price as goods fresh from the warehouse? It is a matter which every druggist and every business man in Canada should interest himself in. The railway people are making lots of money, and the druggist is paying into their exchequer just the same as any other business man, and therefore he has a right to expect decent service.

The Art of Sliding Down a Rope.

Sliding down a rope is not so simple at it seems. Few know how to do it properly. The easiest and safest method you can employ is that used by firemen and sailors. Standing upright, throw out your right leg and give it a turn around the rope. Next put the rope in the crook of your right elbow and clasp it tightly, not in your hand, but in your arm. In that way you can slide to safety without the slightest trouble. The rope does not touch any part of the body that is not protected by clothing and your speed can be regulated by either straightening or cramping your leg. Once learned, this method may prove in an emergency the means of saving your life or the lives of other persons.

Did She Do It.

A school teacher received the following note from the mother of one of her pupils: "Dear Miss—You writ me about Sammy. I hereby give you permission to beet him enytime it is necessary to learn him lessons. He is just like his father—you have to learn him with a club. Pound nolege into him. I want him to get it, and don't pay no attenshion to whaht his father says. I'll handle him."

We Stand Behind

Open Orders!

Whether it's "holes" to fill for **Xmas,** or a **"little"** to **"big"** general order on Xmas goods, we will, in a sense, guarantee its suitability, for if not thoroughly satisfactory, it is returnable within reasonable time after checking.

But we don't send goods to "try out"; we ask you to be fair with us.

If you have had our lines, you'll see the reason for our confidence in our goods.

If not, you need not hesitate; they'll produce within you the confidence WE feel.

All are of **high merit**—whether it is in the penny Post Cards or the 5c line—whether the tidy 5c Letter or the 75c item. Nothing too exclusive for tidy trade.

Lines selected for Canadian trade suitable for Canadian prices. Art lines at every day prices, that go up against ANY competition.

Try us out, even if you're critical.

Stock, Toronto.

Sold F. O. B., Toronto.

Net 30 days.

The Sutcliffe Company

IMPORTERS
COMMISSION MERCHANTS

77 YORK ST., Nordheimer Building TORONTO

Photography

Mr. Druggist.

Did you get a copy of the October issue of "Art and Photography?" If not, write at once, and we will send you a copy. It will interest you and also your customers who are interested in photography, consequently you will sell more cameras and supplies. You will get more orders for printing and developing. Since the last issue of the Canadian Druggist we have received many requests for sample copies, and a number of druggists have expressed their willingness to become agents for "Art and Photography." We have still vacancies for agents, not only in Ontario and Quebec, but in every Western town where there is a drug store. This is a splendid opportunity for druggists. It will prove to be your best sideline. To every $1 subscription you take, we pay you one-half. Drop a post card and we will send you a number of copies and advertising matter.

Testing Automatic Washers.

Before relying upon an automatic washer to confer permanence on the prints by getting rid of every trace of the hypo, it should be tested. It does not at all follow, because water flows into it and out of it, that the water it contains is properly changed. Whether this is done or not can best be seen by adding some powerful coloring matter to the water in the washer, and noting how long it takes for the contents to become quite clear. Ordinary writing ink will do; but a better coloring solution for the purpose is made by dissolving a few grains of potassium permanganate in an ounce or two of water. Hot water hastens solution. Besides this, a test should be made by washing some prints in the apparatus, taking one out after half an hour, one out after three quarters, and so on. The water should be allowed to drip from the print into a vessel containing the nearest trace of permanganate, giving it a feeble pink color, it is a sign that they are free from hypo.

Loose Plates in Dark Slides.

No plate ought to be so loose in the dark slide as to rattle when shaken, and if this is the case, the spring of the slide should be bent out until it presses sufficiently on the back of the plate to stop it from shaking. In slides which have no springs, extra thin plates will sometimes shake about in this way. They can be stopped by putting behind them a little piece of flat brass spring, bent into a bow shape. A little crumpled wad of paper may even be used for the same purpose.

A Prize Winner.

A Holder for Magnesium Ribbon.

The most convenient holder for magnesium ribbon that I have found is an old drawing pen. The two points may be screwed up so as to be just lightly pressed together, and there is no further need to touch the screw. The ribbon can be slipped in and drawn through until it is held by its extreme tip, and inserting a fresh piece pushes out the fragment left in from previous exposures. This is much more convenient than using pliers, especially when working in the dark room, as the pen can be put down on the table until it is required, without the ribbon falling out, as it usually does with pliers.— J. Soames.

THE GREAT ENGLISH REMEDY

ALWAYS **BLAIR'S** NEVER

CURE **GOUT** FAIL

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For GOUT, RHEUMATISM, SCIATICA, LUMBAGO and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1 00 per box.

Canadian Agents: LYMANS Limited, Montreal

Pepto-Mangan (Gude)
(Reg. U.S. & Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is **our exclusive property.** We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

THE OLDEST THE BEST

ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

Specially Suitable for the Canadian Climate

BEETHAM'S **La-rola**

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Frost, Cold Winds, and Hard Water, and prevents Roughness, Redness, Irritation, Chaps, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. It Will Keep the Skin in a Perfect condition during the coldest winter.

It is a Perfect Protection to the Skin during All Winter Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England
(Through Any of the Wholesale Houses)

Mustard Plasters

"RUEFF"

renowned all over the world for 45 years, in any packing and of any grain at reasonable prices.

Just as reliable as the French Brands

INHALERS always ready for use, to be carried in the pocket.

FABRICK PHARMAC. & CHEM. PRAEPARATE

JULIUS RUEFF

PFUNGSTADT (Hessen) GERMANY

ESTABLISHED 1867

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REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
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$20.00 lots less 5 p.c. trade discount
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Have you received a copy of

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The only Photographic Journal in Canada.

Send for a copy at once.

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GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

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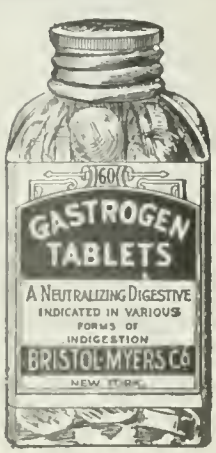

A New Use For Golf Balls.

I find that by cutting sockets into old golf balls so they can be fitted on to the feet of a tripod, this is effectively prevented from slipping about on stones or polished floors. For architectural work generally, these are most useful; and even when there is no fear of the tripod slipping, they may come in handy, as, for example, when working on cobbles.—G. Levinson.

Soft Focus vs. Detail.

The Gum-bichromate, the oil and Bromoil process have done a great deal to make us accustomed to breadth of treatment in photography. It is true that clear, sharp detail has its uses, in fact for scientific purposes photography would lose its value altogether if fine detail could not be rendered, and in some cases in pictorial photography fine detail has its place, but there are times more often than not when this detail giving accuracy is out of place.

A Clever Picture by One of Our Amateurs.

Photography has many limitations, and it will not do to quarrel with any method that enlarges one's sphere in photographic work. Many a picture of landscape or portrait is often truer and more artistically rendered when broadly treated. What the pictorial photographer requires is to suggest, rather than rendering in sharp detail, which leaves nothing to the imagination of the people who view such a picture, in other words sharp detail states a fact in the crudest and most convincing way, and leaves nothing to the imagination. Now there are many ways of getting broad effects in our pictures, but they have been of the crudest nature. It seems to be beginning at the wrong end when we leave it to the printing process to get broader effects. Why not get it in the negative? True, you say I can get it in the negative by throwing the lens out of focus before making the exposure. Now while such out of focus effects may be suggestive and have a certain charm of their own, yet in making use of such means one always has the feeling of perpetrating a fraud, not that this matters unless we are found out, but we are usually found out, then we are classed as a faker. Now we do not want broad-

An Uncommon Picture by an Ontario Druggist.

ness of effect, and we do want diffusion, but we want it to be pictorial, and it is to meet this want that the Woolensack Optical Company have put upon the market their Verito soft focus lens, and its mission is to give us evenness of diffusion and broadening of masses without that woeful out of focus effect so often seen. Photographers have learnt that a sharp and stopped down portrait is rarely a correct likeness, for the human eye does not see things at such sharp focus and a rounded face can not in camera work be suggested by a distinct line, so that diffused portraits taken with a verito lens are more likely to be truer to life. It has been the writer's good fortune to become the possessor of one of the Verito Soft Lens, and has found that it does all the work that the maker claims for it. The diffusion is evenly spread over the plate, and that without destruction of structure; also this lebs does not exaggerate or accentuate any line or shadows on the face but sees things more like the human eye, thus doing away with retouching, and this is another reason why the

NOW IS THE TIME

TO SELL

This carton on your show case will sell ten times the quantity you used to with a profit of 50 per cent above the cost.

Advertisements appear in the Canadian papers to bring you trade

Take advantage of it and make the profit yourself.

ORDER from your jobber NOW

1 doz. Cartons. $2.10 ½ doz. Cartons, $1.05 **5 PER CENT OFF**

THOMAS GIBBARD, Agent, 30 St. Francois Xavier Street, MONTREAL

"ARLINGTON"

Teething Rings
Eye Shields
Baby's Rattles
Soap Boxes
Dressing Combs
Fine Combs.

ALL *A1* VALUE

The Arlington Co., of Canada

LIMITED

East	Ont.	West
Duncan Bel, Montreal	John A. Chantler & Co., Toronto.	R. J. Quigley, Winnipeg.

AUTOMATIC SYPHON

which can be used for drawing off of Lye Acid, Acetic Acid, Hydric Chloride, Sulphuric Acid, Nitric Acid, Fluoric Acid, Chemical Solutions, Salammoniac, Benzine, Oil, Wine, Beer, etc., etc.

No sucking	**No evaporating**
No bubbling over	**No burning**
No breaking in pieces	**No funnel**
No overflowing	**No double filtering**

A pressure with one hand is sufficient. Thousands of Syphons are in use.

8 m/m sh 14/- = $3.50. 11 m/m sh 17/- = $4.22.
15 m/m sh 20/- = $4.85.

F.O.B. every place in the Dominion of Canada where a post office exists.

TERMS—Payment in advance, or postal orders.

Sole Manufacturers:

Universa Trading House, Berlin-Steglitz 27, Germany

Our New

Plug Sprinkler

is absolutely leak proof neat in appearance, simplest construction of any Sprinkler on the market.

Collapsible Tubes

for all purposes for which Tubes are used.

Metal Syringes,

Suppository Moulds,

over 200 shapes and sizes.

Hand Pill Machines,

Tin Spouts for Bug Poison

Ask for Samples, Prices, Catalog.

A. H. WIRZ

913-917 Cherry St. - PHILADELPHIA

likeness has a better chance of being a true and characteristic one. Also in landscape work the Verito Lens lends towards the massing of light and shade which is so highly desirable. Though there is great charm in the rendered detail of flower studies, it is not always required, and there are times when even flower studies need breadth of treatment and when, for decorative purposes, it is necessary to sacrifice detail to gain effect desired. Strange as it may sound, but it is a remarkable characteristic of the Verito Soft Focus Lens that the prints obtained by it, when held at a little distance, give an appearance of roundness and strength which create realistic as well as artistic effect.

THE ALPS FROM A BALLOON 17,000 FEET HIGH.

A remarkable photograph taken from the balloon of Captain Spelterini in which he and an English newspaper photographer recently flew over the Alps.

Photography in a Hurry.

One method suggested is to put an unexposed plate in the hypo at the same time as the negative, so that they fix out together, to rinse the two plates and then to bring them together film to film under water so that there are no air bells between them. They may be fastened with a couple of bull-dog clips, the glass sides wiped dry, and in this condition may be used for enlarging for an hour or two without any fear of drying.

Press photographers and others who have to turn out work quickly often use a fan and an appliance for warming the air for drying the prints. Such luxuries are hardly for the amateur; but anyone who has not tried it will be surprised to find how quickly a print can be dried, if it is wiped carefully both back and front, and is then pinned to the bottom sash of a window which is raised so that the print just hangs clear of the window sill. In the strong current of air which is sure to get through the window, a small print on ordinary thin bromide paper may be quite dry, in favorable circumstances, in five minutes or less.—Snap Shots.

Oiling the Ground Glass.

It will be found that just a trace of oil or grease well rubbed into the ground side of the focussing screen makes it more suitable for fine focussing, and in a dark place. If too much is applied the surplus can be removed by vigorous rubbing with a clean cloth, as only a very little is needed.

WATERPROOFING FABRICS.

To make a cloth waterproof it can be immersed in a solution of aluminum sulphate for half an hour or so, squeezed out, and hung up to dry. A convenient way of making the solution is to dissolve six ounces of

The Second

British Pharmaceutical Codex

The work contains specially-prepared descriptions of

all Drugs and Medicines in common use

throughout the British Empire and the United States of America, with Chemical, Pharmacological, Prescribing and Dispensing Notes, and an extensive Formulary of Galenical Preparations which are not official in the British and United States Pharmacopœias.

THE B. P. C. FORMULARY

which constitutes the second part of the book, contains all the special Codex formulæ with working directions, and with all quantities given in both centesimal proportions and British weights and measures

Much New Matter Has Been Added

and the number of pages nearly two hundred more than in the original Codex, the use of a specially thin but opaque paper making the volume both thinner and light r.

Having made special arrangements with the publishers we are able to supply the book at

$3.00 per copy, or $3.30 post paid.

It is advisable that orders should be sent in as soon as possible in order to secure prompt shipment. The last edition was oversold and all orders could not be filled. Orders sent is now accompanied by cash will be filled in the order received.

THE CANADIAN DRUGGIST, Toronto

You Would Make Money

by acting as our representative in your vicinity.

We want a Druggist in every Town in Canada to have an Acousticon ready to show to the Deaf people and the friends of deaf people in the community.

THE ACOUSTICON

is the original electrical aid to hearing, and over 70,000 of them are now in use.

The New Sound Regulator Acousticon, which may be instantly adjusted by the wearer to magnify sound anywhere from 200 to 500 per cent. is the most advanced product of science for assisting the Deaf to hear.

Deaf people who have an opportunity to try an Acousticon, invariably buy one; they buy without persuasion other than that of the instrument itself. With the New Sound Regulator, the Acousticon makes an appeal to deaf people that they cannot resist—it enables any deaf person, no matter how bad the case may be, to enjoy normal hearing.

SEND FOR OUR PROPOSITION.
IT WILL INTEREST YOU. . .

The General Acoustic Co.
of Canada, Limited
468 Yonge St. - TORONTO

The new sound regulator-type R.B.

Sponges and Chamois

We are headquarters in Canada for these goods. We can give you satisfaction and save you money in your Sponge and Chamois department.

SHAW & EVANS, Montreal

A MAJOR
President

MAJOR'S CEMENT

MENDS CHINA AND GLASSWARE

When properly cemented will never separate

When you break your Xmas presents, such as fancy tea-pot, cut-glass, or anything of this nature, "Don't Worry," because Major's Cement will mend them.

D. Watson & Co., Agents, Montreal

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A Journal published for Amateur Photographers in Canada. Full of interesting and useful information. Well illustrated $1.00 yearly.

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Quinine Alkaloid and Some of its Compounds

By Geo. L. Schaeffer, Brooklyn N.Y.

Quinine is known in pharmacy and medicine for nearly a century as one of the most important alkaloids. Quite a number of papers have been published about it, and comparing these publications we find that there are many discrepancies in regard to the chemical and physical properties of this alkaloid. Some of these discrepancies are due to fact that quinine salts, from which the alkaloid is made, were not produced of such high purity years ago as they are at present. Therefore, results were obtained which cannot be considered to be quite correct for the product of to-day. The purpose of this paper is to correct some of the statements occurring in older publications and to call attention to some properties of quinine alkaloid of which there is nothing or little known in literature and, which may be of interest to pharmaceutical chemists.

Quinine alkaloid exists in four different forms:

A. Anhydrous.

B. With water of crystallization.

C. With hydrocarbons.

D. With hydrocarbons and water of crystallization.

GROUP A. QUININE ALKALOID ANHYDROUS.

The simplest way to prepare this form of the alkaloid is to expel the water of crystallization from the official quinine hydrate by heat. Two different forms of anhydrous quinine can be obtained by this method, according to the temperature to which the hydrate is subjected.

(a) U.S.P. quinine hydrate, freshly prepared, containing three molecules or about 14.4 per cent. of water of crystallization, quickly heated in a beaker or on a watch glass, softens at a temperature of 53 to 54 degrees C. and soldifies again to a hard, lumpy mass. This product consists of quinine alkaloid still containing about two molecules or 10 per cent. of water of crystallization, one molecule being thus expelled. These hard pieces lose the rest of their water of crystallization very slowly, and a high temperature is required to get the alcohol anhydrous. Most authors name a temperature of 125 degrees C. The melting point of this heavy and lumpy form of anhydrous alkaloid is 173 to 174 degrees C. If the melting point of quinine alkaloid U.S.P. is determined in the usual way the same conditions prevail. The quinine hydrate will soften in the tube at 53 to 54 degrees C., soldifying again to a hard mass at a higher temperature, melting completely to a clear liquid at 173 to 174 degrees C.

(b) When, however, it is slowly and carefully dried, hydrate of quinine becomes perfectly anhydrous at a very low temperature. If exposed to warm air, the temperature of which is gradually raised up to 45 to 50 degrees C. and kept at this degree for about three hours and the temperature then raised to 60 degrees C. for some time, the alkaloid gives off all its water of crystallization, becoming anhydrous. The product so obtained does not change its original appearance during the drying process, and remains as a white, fluffy powder, melting completely at 171 to 172 degrees C. When this powder is exposed to a higher temperature, after being dried to a constant weight at 60 degrees C., it gives of about ½ per cent. of moisture, which it takes up again when allowed to cool in the open air. If heated to a temperature of 100 degrees C. the white color changes slowly to yellow and brown, the quinine being partly decomposed.

It is seen that if softening of the quinine hydrate is avoided its water of crystallization can be expelled entirely at a low temperature and a perfectly white and fluffy anhydrous powder can be obtained, the melting point of which is 1 to 2 degrees lower than that of the product previously softened, or if the determination is carried out in the melting tube in the regular way, using freshly made quinine hydrate U.S.P., with the full amount of water of crystallization.

Anhydrous quinine alkaloid is also formed under various other conditions.

When precipitated from a boiling solution of a quinine salt in water, by means of an excess of ammonia water, caustic potash or carbonate of soda, a milky solution is obtained, from which soon a part of the quinine alkaloid is separated as a soft mass, hardening quickly to hard lumps, which when powdered and dried in a cool place form a white amorphous powder of anhydrous quinine alkaloid, melting at 173 to 174 degrees C.

Another part of the quinine remains dissolved in the hot alkaline solution and will, after cooling, separate out in long silky needles of anhydrous alkaloid quinine. A much larger output of these crystals can be obtained if three parts of quinine hydrate is dissolved in six parts of hot alcohol and this hot solution quickly mixed with about 100 parts of boiling water. A part of the quinine separates out as anhydrous lumps, whereas from the remaining milky solution it is obtained as white silky needles of anhydrous alkaloid. The presence of more alcohol in the solution diminishes the output of crystals and only an amorphous thick liquid separates, which solidifies the lumps when washed with cold water. When still more alcohol is present the alkaloid is kept in solution, with no tendency to crystallize.

To produce anhydrous crystals of quinine alkaloid, acetone or methyl alcohol may be used instead of alcohol, with good results.

Dissolved in hot petroleum or petroleum benzin, hydrate of quinine separates out the water of crystallization which it contained. This being removed and the liquid allowed to cool, the whole solu-

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tion will soon soldify to a gelatinous, jellylike mass of anhydrous quinine and no crystals are formed. If this solid solution of quinine in benzin is exposed to dry air for spontaneous evaporation, amorphous anhydrous quinine will remain.

A hot, strong solution of quinine hydrate in acetone also gelatinizes after cooling. When standing for a few days this gelatinous mass is slowly transformed into beautiful white, silky needle-shaped crystals of anhydrous alkalaid quinine.

If quinine hydrate with three molecules of water of crystallization is put in a flask and acetone added to it, so that the quinine is completely moistened and covered with a layer of acetone, the quinine hydrate at once forms a gelatinous, sticky mass, which, after standing a few days, is entirely transformed into small needle-shaped crystals of anhydrous quinine.

When hydrate of quinine is dissolved in hot benzol, to form a saturated solution, and this solution, shaken with dry powdered sodium carbonate until clear, to remove some of the water which is separated out, white silky needles will crystallize out after cooling, consisting of one molecule of quinine and one molecule of benzol.

From these crystals anhydrous quinine can be produced in silky needles by exposing them to a temperature of about 75 degrees C., whereby the benzol is expelled. The melting point of this product is 171 to 172 degrees C.

Anhydrous quinine differs from the hydrate by its melting point, not softening at 53-54 degrees C. and its lesser solubility in ether. It also differs by the fact that its saturated solution in hot water-free benzol and many other solvents forms a gelatinous mass, while the solutions of the hydrate either crystallize or remain liquid, The solubility in ether of the anhydrous quinine is 1.62. If the quinine is moistened before adding the ether the solubility is again increased, this solution being very liable to gelatinize. Anhydrous quinine is also less soluble in benzol, toluol, acetone and water.

Hydrate of Quinine, U. S. P., when dissolved in water acidulated with sulphuric acid and then precipitated with ammonia water, is obtained again as the same product, containing three molecules of water of crystallization, and being easily soluble in ether, also softening in the melting tube at 53-54 degrees C. If the same hydrate of quinine, however, is subjected to a temperature of 125 degrees and the anhydrous alkaloid so obtained dissolved in the diluted sulphuric acid and precipitated by ammonia water, no hydrate quinine U.S.P. results, but a heavy granular product, which contains about 10 per cent., or two molecules of water of crystallization, being less soluble in ether. It also does not soften at a temperature of 53-54 degrees C.

GROUP B. QUININ & ALKALOID WITH WATER OF CRYSTALLIZATION.

Quinine hydrate as it usually appears in the market and as used in medicine forms a waite amorphous or microcystalline powder. The U.S.P. requires a product with three molecules of water of crystallization. Such a preparation is obtained when a cold diluted solution of a quinine salt is precipitated by ammonia water or hydrate of soda and the precipitate allowed to be in contact with the mother liquor for a few hours, when the originally amorphous precipitate changes its form to very minute crystals. When carbonate of soda is used for the precipitation of the alkaloid the precipitate remains of a more amorphous appearance.

Besides the official hydrate of quinine there exists others with one or two molecules of water of crystallization.

No stable hydrate of quinine containing more than three molecules of water of crystallization can be produced.

The official U.S.P. quinine hydrate with three molecules of water of crystallization is also not very stable and gradually dries out, even if kept in closed containers, changing its properties as to solubility in ether and melting point. When freshly made it is soluble in a little more than its own weight of ether and softens in the melting tube, without melting completely, at a temperature of 53 to 54 degrees C., hardening again and melting to a clear liquid at 173 to 174 degrees C. It also softens under water at a temperature of 45 to 50 degrees C. When such a preparation is kept for some time it begins to lose water, becoming gradually less soluble in ether, and also will not soften in the melting tube at 53 to 54 degrees C. or under water. A preparation having lost about 5 per cent of waser is soluble in about 40 parts of ether, and when 10 per cent. of water is lost it requires for solution about 60 parts, and when entirely anhydrous 62 parts of that solvent.

Hydrate of quinine containing three molecules of water of crystallization is obtained in long silky needles by spontaneous evaporation from a solution in diluted acetone or diluted methyl alcohol.

No crystals are obtained from a solution of the alkaloid in alcohol, chlorofrom or ether by spontaneous evaporation, but an amorphous mass will remain.

From a solution of the alkaloid in water of 80 degrees C. it will crystallize in distinct needles containing one molecule of water of crystallization.

If quinine alkaloid is precipitated from aqueous solution of quinine salts at different temperatures, its amount of crystal water is diminished as the temperature is increased, whereby, however, the alkaloid can only very difficulty be obtained with water of crystallization in exact molecular proportions, being mostly mixtures of two different hy-

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drates. The same products are obtained when hydrate of quinine is melted under water at various temperatures.

When precipitated from a solution of a quinine salt by ammonia at a temperature of 15 to 20 degrees C. the hydrate of quinine will contain three molecules or about 14.4 per cent. of water of crystallization as mentioned before. This product is obtained as a very light and bulky precipitate, forming when dry a microcrystalline powder, easily soluble in ether, softening at 53 to 54 degrees C. in the melting tube, and under water at 45 to 50 degrees C., while when precipitated at a higher temperature it forms soft, lumpy masses, becoming hard after some time and forming a heavy amorphous product, when reduced to a dry powder, which is less soluble in ether and does not soften in the melting tube at 53 to 54 degrees C. or under water.

The following list indicates the various results obtained from solutions at different high temperatures.

Temperature of the Solution of the Quinine Sale	Water Contained in the Alkaloid Air Dry	Solubility ih Ether
30°C	12¼%	26 pts.
40°C	11%	36 pts.
50°C	10%	40 pts
60°C	8%	47 pts
70°C	6½%	53 pts.
80°C	3%	60 pts
90°C	4½%	60 pts.
100°C	½%	62 pts.

The ether used is of the U.S.P. strength at 25 degrees C. If to this ether a few drops of alcohol are added the solubility of the above products is very much increased. The same is the case if a little water is added instead of alcohol, though the solubility is not increased in such a marked degree by water as it is by alcohol. The addition of a small amount of alcohol to the ether also prevents gelatination of the ethereal solution of the quinine. Anhydrous quinine alkaloid requiring 62 parts of ether U.S.P. strength is easily soluble in three parts of ether of a specific gravity 0.750. In absolute ether this alkaloid is soluble in one 76.

When determining the solubility of quinine alkaloid in U.S.P. ether it very often happens that the quinine separates out as a gelatinous amorphous mass before all the alkaloid has gone in solution. This amorphous quinine alkaloid requires for resolution a much larger quantity of the solvent as the original hydrate of quinine would require for solution, and therefore no correct figures for the solubility of the latter are obtained. This is especially the case with most of the products as they are in the market, having lost 2 to 5 per cent. of water of crystallization. For the determination of the solubility of alkaloid quinine, therefore, no ether U.S.P. strength ought to be used, but an ether of a specific gravity of 0.750, which will dissolve alkaloid quinine to a clear liquid in the proportion of one part of hydrate of quinine in 1½ parts of ether and one part of the anhydrous alkalois in three parts of this ether. The question also might be considered if it would not be better to adopt in the next edition of the U.S.P, a product which has been dried out to contain about 2 per cent. (not more) of water. In doing so the quinine alkaloid in the market, in which at present the percentage of water of crystallization may differ from one in 12 per cent, would then be perfectly uniform.

Group C. Quinine Alkaloid and Hydrocarbons.

Quinine alkaloid can be obtained from a solution in hydrocarbons in three different forms, according to the quantity of water present :

1. As a gelatinous amorphous mass.
2. As crystals containing hydrocarbon.
3. As crystals containing hydrocarbon and water of crystallization.

1. GELATINOUS, AMORPHOUS ALKALOID QUININE.

A hot, saturated solution of anhydrous quinine alkaloid in hot water-free petroleum, benzin, benzol, toluol, nitrobenzol, dimethylaniline and many other solvents will, after cooling and standing for a few hours, gelatinize to a clear, jellylike mass, which, in a well-stoppered flask, can be kept for a long time without showing any alteration. If not perfectly free of water a few crystals may appear after some time. If subjected to spontaneous evaporation in dry, warm air the solution in volatile solvents will leave dry amorphous quinine. When a little alcohol is added the gelatinized solutions will become liquid.

2. ALKALOID QUININE CRYSTALIZED CONTAINING HYDROCARBONS.

If a hot solution of quinine hydrate in benzol one in six is shaken with a little powdered dry carbonate of soda until clear, the liquid filtered off and allowed to cool, there will be at first observed the formation for a few large rhombic prisms consisting of quinine alkaloid containing benzol and water of crystallization, as described later.

When the traces of water contained in the benzol solution are taken up by these crystals another formation of crystals appears in the shape of long silky needles. After 24 hours these crystals are separated from the mother liquor and carefully dried in the air. They consist of one molecule of quinine alkaloid and one molecule of benzol. There is a great number of hydrocarbons with which quinine forms similar compounds and in which the solvent takes the place of water of crystallization, such as tulol, xylol, aniline, orthochloraniline, and others.

GROUP D. ALKALOID QUININE WITH HYDROCARBONS AND WATER OF CRYSTALLIZATION.

Quite a number of quinine compounds belong to

(Continued on page 852.)

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Collapsible Tubes, doz. in display carton, large, at	1.50 per dozen.
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Trade Notes

BRITISH COLUMBIA.

John Love has sold his drug business at Phoenix, B. C.

A. J. Gordon is starting a new business in Vancouver, B.C.

The Phoenix Drug Co. has succeeded John Love, Phoenix, B.C.

C. J. Quinan, druggist of Kaslo, B. C., made an assignment recently.

The Ladysmith Drug Co. have opened a new business in Vancouver, B.C.

The Summerland Drug Co. is opening a branch drug store at Penticton, B.C.

A. J. Gordon has opened a new business, corner Fraser avenue and 25th st., Vancouver, B.C.

John McArthur is opening a new drug store corner Douglas and Burnside roads, Victoria, B.C.

A. R. Williamson has acquired the interest of J. R. Campbell in the Fort George Drug Co., Fort George, B.C.

MANITOBA.

A. F. Gledhill has purchased the drug business of Geo. McCullouch, Brandon, Man.

Mr. Gladhill is reported to have purchased the drug business of G. McCullough, corner 6th St. and Rosser ave., Brandon, Man.

K. Johnston has succeeded J.R.K. Graham, of Oak Lake, Man.

NOVA SCOTIA.

Mr. McKenna has opened a new drug store at Halifax, N.S.

T. J. Barron has succeeded the McFatridge Drug Co., of Halifax, N.S.

The stock and fixtures of G.C. Hoxon, Truro, N S. were entirely consumed by fire on October 22nd, partially insured.

ONTARIO.

J. F. Cains, druggist at Toronto, has given up business.

W. H. Cummins, of Blenheim, Ont., has sold his business.

Dr. F. J. Campbell has sold his drug business at Sombra, Ont.

Brown & Co., Tottenham, Ont., have disposed of their business.

Brown & Co., have sold their drug business at Tottenham, Ont.

G. W. Brander, druggist at Woodstock, Ont., has sold his business.

T. J. Ryan, recently with Parke Davis and Co., has succeeded to the Murray Drug Store, Stratford Ont.

G. A. Evans, druggist, of Toronto, suffered a small loss by fire recently.

J. E. Hovey has purchased the drug business of W. A. McConnell, Clinton, Ont.

Kenneth Campbell, druggist at Bruce Mines, Ont., suffered a loss by fire recently.

E. V. Jeffers has purchased the drug business of Dr. A. J. Hunter & Co., of Orangeville, Ont.

Jas. Forester, recently with J. N. Sampson, has succeeded S. B. Pretty, Toronto, Ont., in his Earlscourt branch.

T. J. Ryan has purchased the business of the Murray drug store, Stratford, Ont., and will carry it on under the name of T. J. Ryan & Company.

The stocks of Dr. C.R. McGee, druggist at Dundalk, Ont., and A.J. Hunter & Co., druggist, Orangeville, Ont., were both damaged by fire last month.

QUEBEC.

The Family Apothecary Company has been registered in Montreal, Que.

The Dr. Leduc Drug Co. has succeeded to the Pharmacie Centrale, Montreal.

E. Labarre has purchased the drug business of Dr. G.H. Leblanc, Montreal Que.

The assets of A.E. Ransen & Co., Lachine, Que., were offered for sale on October 7th.

L. A.A. Giroux has purchased the drug business of H.E.A. Walley, of Viateur St., Montreal, Que.

SASKATCHEWAN.

H. Coasway has opened a drug store at Cabri Sask.

L. A. Cadieux has opened a drug store at Regina, Sask.

F. E. Conner has opened a drug store at Shellbrook, Sask.

O. S. Mitchell has succeeded J. B. Patterson, Viceroy, Sask.

T.B.A. Ferris has removed his stock from Dubuc to Avonlea, Sask.

A. F. Humphrey, Prince Albert, Sask., is reported as having sold out.

The Blaine Drug Co. have removed into new premises at Prince Albert, Sask.

Combe & Moore have purchased the drug business of R.G. Combe, Melville, Sask.

C. H. Wilson has started a new business at 132 Second avenue north, Saskatoon, Sask.

A. W. Bleasdell, druggist at Fernie, B. C., has opened a branch store at Moose Jaw, Sask.

Dr. Wallace has purchased the drug and book and stationery department of Drs. Field & McSorley, Lumsden, Sask.

J. M. Hill, acting on behalf of the Saskatchewan Purchasing Company, has arranged to purchase the drug and stationery stock of Craig & Archer, at Broadview, Sask, and it is his intention to operate in connection with the Broadview store a drug department.

Quinine Alkaloid and Some of Its Compounds.

(Continued from page 849)

this group, combined with various hydrocarbons of the aliphatic and aromatic series. To produce them it is necessary that a certain amount of water is soluble in the hydrocarbon, which is used as a solvent of the quinine. Most of the hydrocarbons will not take up enough water, and in this case it is necessary to add some liquid to it, by which the solubility for water is increased. Such liquids ar alcohol,methylacohol, acetone and others. With acetone I had the best results. The method generally employed to produce these compounds is as follows (below). These proportions, however, can be changed according to the nature of the hydrocarbon.

To a mixture of one part of acetone and two parts of the hydrocarbon in a flask add water in such a quantity as the mixture may dissolve, so as to remain clear or slightly milky, heat in a water bath and add quinine alkaloid about one part to make a concentrated solution. Filter through cotton and set aside for crystallization for a few days. After that time the crystals can be separated and dried in a cool place. Compounds of this group may also be obtained from the gelatinous, jellylike solution of anhydrous quinine in water-free benzol, toluol, nitrobenzol, dimethylaniline and other solvents as previously described. If to these gelatinous solutions an excess of water is added, the mixture stirred and set aside in a wide-mouth flask, for a few days, the whole amorphous mass will slowly liquefy to a thin, clear liquid under simultaneous formation of large rhombic crystals.

The compound thus obtained, as a rule, consist of two molecules of quinine, one molecule of hydrocarbon and two molecules of water of crystallization. They are soluble in ether, alcohol, chl·r form, benzol and almost insoluble in water. Thos· compounds containing hydrocarbons of a high boil ing point are stable at ordinary temperature, whil· those containing such of a low boiling point ·r ually lose most of their hydrocarbons, witho·· changing their crystgllin· form. When heated the volatile hydrocarbons and water of crystallization will be expelled and anhydrous quinine alkaloid remains. Its melting point is 173 to 174 degrees C.

Some of these preparations are highly inflammable, especially those containing benzol, toluol, terebene, benzin and others. When lighted the crystals burn, leaving a white crystalline mass of anhydrous quinine alkaloid.

When dissolved in diluted sulphuric or hydrochloric acid the hydrocarbon separates out. An exception is made by phenols, which have the property not only to combine with quinine alkaloid but also with neutral and acid quinine salts, with which they form well crystallized and soluble compounds. Therefore, the solution of the phenol alkaloids in diluted acid remains clear, without separating the phenols.

There exist a number of substances which, by the above given method, or in other similar ways, can be combined with quinine alkaloid. Many of the indifferent hydrocarbons will form combinations of this group with quinine, either from a direct solution or when the hydrocarbon is first dissolved in acetone or another suitable solvent in the presence of water. As a rule these hydrocarbons have to be little or not soluble in water.

Of the group of compounds consisting of two molecules quinine, one molecule hydrocarbon and two molecules of water of crystallization, the following combinations have so far been made. This list can be increased, using other solvents under similar conditions.

Benzine	Toluol
Gasoline	Xylol
Rhigolene	Dimethylaniline
Amyl Acetate	Nitrobenzol
Ethyl Acetate	Paranitro-chloroben-
Acetylene tetrachloride	Acetotoluidin (zol
Carbon bisulphuret	Orthochloraniline
Benzol	

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Ol. citri	Ol. sabinae
Ol. cajeputi	Ol. succini
Ol. eucalypti	Ol. terebinthinae.
Ol. foeniculi	Terebene
Ol. juniperi	Pinene
Ol. lavendulae	Terpineol
Ol. menthae crispae	Terpinol
Ol. pini.	

Needed The Cork.

A certain John Simmons had been a twenty-year abstainer, but fell from the ways of grace and worshiped the vinous god with all the fervor of a convert.

Feeling the need of recuperation, he sent his boy to an adjacent hostelry for a bottle of whiskey.

"But," cried the hotel proprietor, "who is it for?"

"For my father, said the boy.

"Nonsense. Your father is a total abstainer, and has been, to my knowledge, for longer years than you've lived."

"Well, at all events, he sent me for it."

"What does he want it for?"

"To let you into the secret," said the boy, ashamed to tell the truth, "he's going fishing, and he wants the cork to use as a float."—Philadelphia Inquirer.

SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds a are known to be adapted fo. songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Drug Report.

Business during the past month has been very good.

Opium, Morphia, and Codeia, are higher.

Cod Liver Oil is very firm.

Spanish Saffron very much higher.

Cocaine is advancing.

Balsam Tolu is a little easier in price.

Lobelia Herb is much higher.

Menthol is very high. Would cost to lay down from New York about $18.00 lb. The probabilities are, on account of short crop in Japan, the high price will be maintained for some little time.

A—Advanced. D—Declined.

D.—Arsenic Oxide, dry process ... .lb.	.20
D.—Arsenic Oxide, wet process ....lb.	.60
D.—Balsam Tolu... ....oz.	.15
A.—Cocaine Mur. ⅛ oz..... ....ea.	.60
A.—Cobalt Nitrate... ....oz.	.20
D.—Ergotin, Bonjean ....oz.	$1.00
D.—Lithium Chloride... ....oz.	.20
A.—Magnesium Sulphide... ....oz.	.25
A.—Nickel Bromide... ....oz.	.30
A.—Opium powder... ....lb.	10.50
A.—Opium Powder ....oz.	.80
D.—Sabadilla Seed, Whole..... ....lb.	.23
D.—Sabadilla Seed, powder... ....lb.	.25
A.—Spanish Saffron... ....oz.	1.25
D.—Soda Succinate... ....oz.	.30
D.—Strontium Salicylate..... ....oz	.10
D.—Theobromin ....ozf	.95
D.—Theobromine Soda Salicylate ... .oz.	.50

A Cough Syrup That Promptly Made Good.

When Parke, Davis & Co. launched their Syrup Cocillana Compound, some half dozen years ago, it is doubtful il they more than faintly foresaw the success that was to come to it. The markets were flooded with cough syrups—good, bad and indifferent. There was no crying need for another. Notwithstanding these facts, the new product was an established success in its very first season. The secret lay in its unusual composition. The formula was wholly unlike that of the ordinary cough mixture. It at once elicited the attention of physicians. A little study of it revealed a rare combination of astringents and sedatives. As a natural consequence, the name Syrup Cocillana Compound soon began to appear on prescriptions. The new cough preparation was being appraised at its true value. Before long it had become known in the trade as "the prescriptionist's cough syrup." Today it is said to be the most widely prescribed of all preparations for cough.

Making The Market.

Parke, Davis & Co., are rounding out their 1912 promotion work among physicians by an energetic campaign in behalf of some of their scientific products of comparatively recent origin. Notable among these are Pituitrin, a preparation of great value in cases of difficult child-birth; Bacterial Vaccines, agents that are certain to be very largely employed when they are fully understood and appreciated by physicians generally; and Phylacogens the new bacterial derivatives which are attracting so much attention throughout the medical world. Other agents that are being exploited coincidentally with those mentioned are the company's concentrated Antidiphtheric Serum (Globulin), always a staple in its season, and Syrup Cocillana Compound, a product that scored such a hit with physicians when it made its appearance half a dozen years ago as to earn the designation of "the prescriber's cough syrup." This special promotion work embodies extensive advertising in the medical journals, personal visits to doctors in every part of the country, and a wide dissemination of literature—all with the single object of inducing physicians to prescribe and administer the several products referred to. The demand thus created finds its way promptly to the drug store, and the pharmacist who is in a position to meet it is going to participate in the profits. The moral is obvious.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request.**

—WRITE US—

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

Agent required, old and well established firm, in a sound financial position, one trading with wholesale and retail chemists preferred, to supply Canadian market with the products of a well known London house of manufacturing chemists, whose goods, are now being largely advertised in Canada. First class London references required. Apply box 31, Canadian Druggist, Toronto, Canada.

FOR SALE.

Drug and stationery business in Ogema, Saskatchewan. Good proposition for live druggist. Stock in good condition. $3,500 for building stock worth about $2,700. Terms, $1,500 cash, balance to suit purchaser. For particulars address box 81, Canadian Druggist, Toronto, Ont.

FOR SALE.

Drug business in Crossfield, Alberta. Stock and fixtures about $1,500. Cash, $1,200, balance arranged. For particulars address box 24, Crossfield, Alta.

DRUG BUSINESS FOR SALE IN TORONTO.

Good paying business on car line. Sales $550 per month. Rent low Good reason for selling. Will pay investigation. Apply "Beacon,"
care Canadian Druggist, Toronto, Ont.

FOR SALE.

Alberta—An opportunity to secure a highly profitable drug business on main line of C.N. Railway. No opposition ; can be greatly increased ; good reasons for selling, expenses low, stock and fixtures about $1700. $900 cash, balance easy. Apply Box "B," care Canadian Druggist, Toronto, Ont.

POSITION WANTED.

Manufacturing Chemist with twenty years' experience in pharmaceutical work, including tablet making and toilet articles, would accept a position in Canadian North West. Address Box 81, care Canadian Druggist, Toronto, Ont.

FOR SALE.

Drug business in Victoria, B.C., established fourteen years. Stock between $6,000 and $7,000. Turnover $15,000 a year, increasing at rate of $3,000 a year ; full prices, light expenses. Leasehold property so arranged that rents of other part of building pays rent of store. Net profits last year $6,500. Owner retiring from drug business. Terms $5,000 cash, balance arranged at 8 per cent. or if satisfactory to buyer will leave some capital in business. Apply to Box 18, care Canadian Druggist, Toronto, Ont.

DOCTOR AND DRUGGIST WANTED.

Get in the ground floor in a new town. Building rapidly. Full particulars on application to Box 24, Edmonton, Alberta.

FOR SALE.

Good Drug and stationery business, 50 miles north-east of Toronto ; nice village, no opposition; low rent. Stock will run about $5,000. For particulars apply to H. BALDWIN, Sunderland, Ont.

PERFUMERY SALESMAN WANTED.

Excellent opportunity for a thorough-experienced Perfumery Salesman to take one of the best known lines of American perfumes, which now enjoys a large sale in Canada, and has been sold throughout the country for many years. Permanent position and excellent opportunity for a competent man to make good income. Apply with full particulars and references to DAVIS & LAWRENCE CO., Montreal.

SITUATION VACANT.

The services of an energetic Canadian Pharmaceutical Chemist are required, who is competent to take entire charge of a small laboratory and business in Central America. One familiar with biological products preferred. Good remuneration will be given to suitable, enterprising man. Apply in French and English, stating age, experience, salary required, references, and all other information to Dr. Deigo Robles, Tegucigalpa, Honduras, C.A.

Suggestions on the Serving of Hot Soda.

It will be found well worth while to make a special arrangement for keeping cups warm. Especially on a cold day, the drop in temperature when the hot liquid reaches the cup will often make the difference between a drink that pleases and one that does not.

Tastes differ as to seasoning. The dispenser should either let the customer season his drink wholly, calling attention to the fact that it has not been seasoned, or should ask the customer what his taste is in that regard.

Coffee is the morning drink—tea is more for afternoons and evenings.

Nearly every hot drink calls for something—be it ever so slight—to just "nibble" while drinking. Be provided with an assortment of wafers suitable for the drinks you serve.

Do not be stingy with the cream, when it is called for, and don't forget to dress the top of those beverages that call for it with a bit of whipped cream. Nothing so adds to the finished appearance of the product.

A small glass of ice water should be set beside the hot drink in serving.

Garnish such hot drinks as lemonade and orangeade with a very thin slice of lemon.

Accessory dishes should be of attractive appearance. Remember that if your customer wanted thick heavy dishes and quantity instead of quality all along the line, he would go to a restaurant or a boarding house.

It is a waste of time to "doctor" a drink, and it seldom pleases a customer to see it done. If you have made a mistake in making it, throw it away and start from the ground again.

Let the water run a second—just enough to get rid of that which has been standing in the faucet of the urn before filling the hot drink cup.

Don't spill the drink when it is set before the customer. Even wiping the counter afterward will not overcome the bad impression made.

There are a mighty few localities in which a really superior article will not win the trade.

And by no means least of all—see that the hot soda is hot.

REASONS FOR RUNNING HOT SODA.

First.—It adds nothing to cost for rent, light, heat and help.

Second.—You use the same space and practically the same equipment.

Third.—Your hot soda equipment will cost less than one-tenth of your cold soda equipment.

Fourth.—Your hot soda stock, beef tea, bouillons, seasoning, etc., will be less than one-tenth of your cold soda stock.

Fifth.—Your hot soda profits will be double your cold soda profits and your investment much smaller. A five-cent hot soda will show a profit of three to three and one-half cents, and a ten-cent hot soda will show a profit of six to eight cents.

Sixth.—Serving hot soda in the winter months you save greatly in ice cream, also on electric fans, cracked ice, etc.

Seventh.—By serving hot soda you open up the possibilities of a winter lunch at the fountain, and these two will help to keep your winter sales up nearly even with the summer sales.

Eighth.—Serving hot soda will keep alive your demand for cold soda and ice cream throughout the winter months, even in zero weather.—Pacific Drug Review.

The Importance of Credit.

During the recent Chicago Convention of the American Association of Public Accountants, one of the speakers asserted that modern business is kept alive by credit. His remarks are full of interest, and we quote in part as follows: "The life blood of modern business is not gold. It is credit. Every investment, from government bonds to gold mining stocks, is a form of credit. All bank deposits on all bank loans are credit. Our much discussed currency systems are credit. What we loosely call money, and even a large proportion of our so-called reserves, are credit. All the accounts and bills receivable in the world are credit. In credit modern business lives, moves and has its being. Credit starts enterprises, moves wheels, builds railroads, wages war, makes civilization. Just as the blood pumped from the heart circulates in every minutest extremity of the body, carrying vital energy to every organ, every muscle and every nerve, so credit, the heart of which is the banking system, permeates every department and phase and detail of modern business. If kept pure, clean and abundant, the result is financial health and strength, active business, manifold opportunity, good times—in a word, general prosperity. If allowed to become vitiated, sluggish and curtailed in volume, the result is unsightly eruptions, sluggish business, backward conditions, and finally national decay."

Needed No Help.

A little chap who recently celebrated his fourth birthday was invited by the family in the flat upstairs to stay for dinner, and he stayed. At the beginning of the meal the head of the house said the customary grace. When he had finished and the food was being passed, the little visitor inquired:

"Do you do that every time you eat anything, Mr. Smith?"

"Yes, always. I never neglect to thank the Lord for what he has done for us, and to ask him to help us more. Doesn't your father ever ask such help?"

"No, he doesn't have to," returned the visitor. "My papa is a big, strong man; he is a plumber,"—Indianapolis News.

Developing Efficiency Among Salespeople.

By D. L. Keyser.

Think of some occasion when you were in a company of people who were discussing some subject of which you were almost entirely ignorant. Like the small boy "the cat has taken his tongue," you had nothing to say.

Later the conversation was diverted to some other subject which was a hobby of yours. How you brightened up and began to get interested! Soon you broke into the discussion and explained your view of the proposition. You could talk with ease, and make a good impression because you knew what you were talking about.

Apply this thought to salesmanship. Do you think a salesman is likely to enjoy telling about an article when his information regarding that article is very meagre? Have you ever known a salesman to switch a customer to some other salesperson because he did not feel well enough informed to put up an intelligent talk? How embarrassing it is to be buying anything from a salesman who cannot answer simple and essential questions, but has to explain that he is ignorant on many points which are not clear to you.

On the other hand, you find that a salesman takes delight in describing special features and answering inquiries pertaining to an article with which he is thoroughly familiar. Let any intelligent clerk study a particular article in the store and become conversant with the talking points and he will go out of his way to demonstrate that article. Objections will only spur him to greater enthusiasm and vigor so that few prospects will slip by him.

The secret of success in selling goods is knowledge. Knowledge develops interest, confidence and other qualities which are needed by the salesman. Knowledge also presupposes a certain degree of intelligence as a foundation, and enough ambition to lead the clerk to investigate the points of various merchandise that he is expected to sell. Take a boy with a good common school education, give him some elementary suggestions about the art of selling goods, put into his hands the means of acquiring definite information, and then teach him the perfection brought about through practice—do these things and you will produce a salesman worthy of the title.

But, if you take even a better educated boy, put him into a store amid a profusion of merchandise tell him nothing about the various articles and leave him to his own devices in handling customers, and, unless he is a prodigy, he will never be more than a clerk—satisfied to hand over the counter what the customer specifies in so many words.

Storekeepers do not hesitate to talk to their clerks and give them directions. You often see a "boss" nagging his help, telling them to do this and that—usually insignificant tasks intended only to keep them busy—and keeping everybody in the store on a nervous strain, not to say in bad temper. It would be much better to talk to the clerks in a friendly way about the way to sell goods successfully, give them time to read articles about salesmanship and descriptions of the specialties which increase sales and pay large profits.

If clerks waste their time they should be "called" because there is always something to do in arranging stock or developing efficiency, but it is an unwise storekeeper who never allows his help time to study the talking points of the merchandise to be sold, and never himself instructs them in the general principles and the decisive details of their work.

The successful merchant is thinking more seriously than ever about efficiency in salesmanship. The open road to success in the merchandising world lies along the line of training the selling organization, building up a corps of intelligent, enthusiastic and confidence-inspiring salespeople who will direct the current of demand into channels of higher quality and greater profits.

Hot and Cold Alcohol in Making Tincture of Gentian.

Although Bourquelot and Bridel have shown that when gentian root is quickly and properly dried it does not lose any great proportion of its gentiopicrin, the latter now finds (Jour. Phar. Chim.) that such drying does not absolutely kill the enzymes present. On macerating the dry powdered root in alcohol, 60 per cent., for ten days, according to the official process for making tincture of gentian of the French Pharmacopoeia, a considerable amount of hydrolysis occurs, with equivalent loss of gentiopicrin. Cold alcohol of this strength does not prevent the ferment from acting on the glucoside. In order to insure that the gentiopicrin is not decomposed, the alcohol must be heated to boiling, the powdered gentian added during ebullition, and the boiling continued for twenty minutes under a reflux condenser. Then the maceration may be continued for ten days, according to the official directions. The tincture thus prepared with 1 part of drug to 5 parts of alcohol will contain about 1 per cent. of gentiopicrin. If made by cold maceration, it will not

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The Dangerous Taxi.

Couisn Pete—Has Ted ever hinted marriage to you?

Bess—Only once. Going to the theatre last week he laughed and said: Well, anyhow, two could ride in a taxi as cheaply as one.

The Beaver Flint Glass Co. of Toronto, are continuing their special contract offer for another month. Particulars in advertisement on page 795

SERIAL

RS
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C24
v.24

The Canadian druggist

Biological
& Medical
Serials

COLLEGE OF PHARMACY
ST. E.
TO.